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A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY
MITCHELL BROS. COMPANY
(INCORPORATED).

VOL. XXVII.

CHICAGO, ILLINOIS, OCTOBER 15, 1908.

No. 4.

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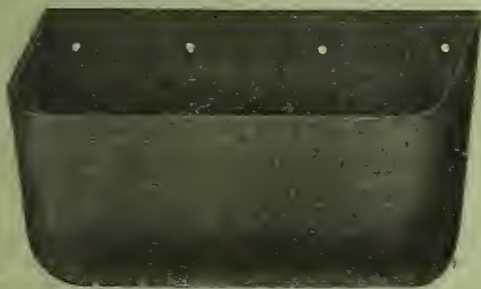
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TWENTY FOOS ENGINES IN ONE LINE OF ELEVATORS

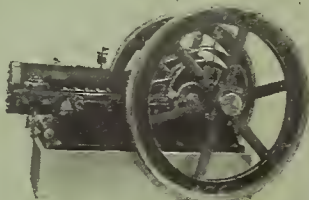
Duff Grain Co. of Nebraska have installed 20 FOOS Engines. Experience has proven to them that the FOOS Engines are most satisfactory.

The FOOS wiper spark igniter insures certain ignition for FOOS Gasoline Engines.

The FOOS center line counterbalancing increases efficiency of engine and decreases fuel and repair bills.

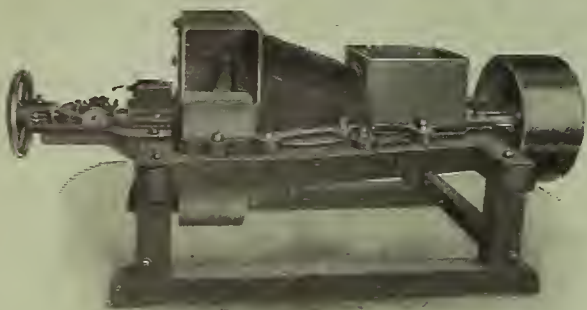
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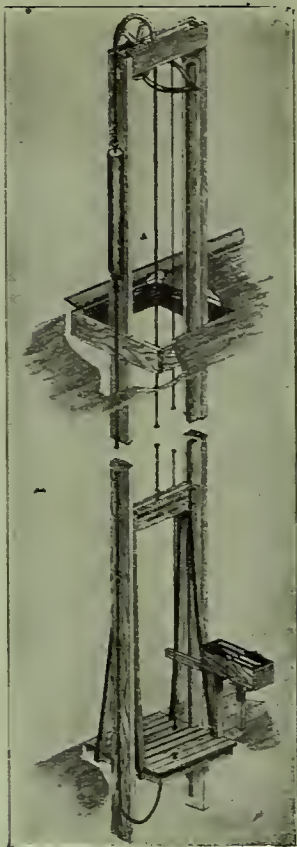
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EQUAL TO ANY CLEANER MADE,

Easy
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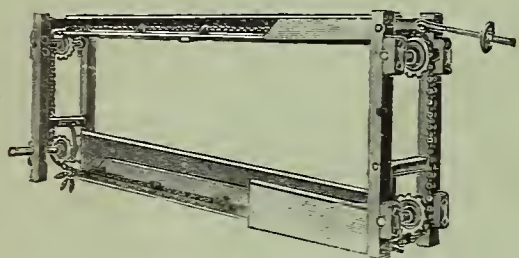
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Ohio Regular Corn Sheller



Both Style Shellers, 300 to 1,500 bu. per hour

Chain Drag Feeders



Made Complete, Any Length, "Cast Iron" Bottom

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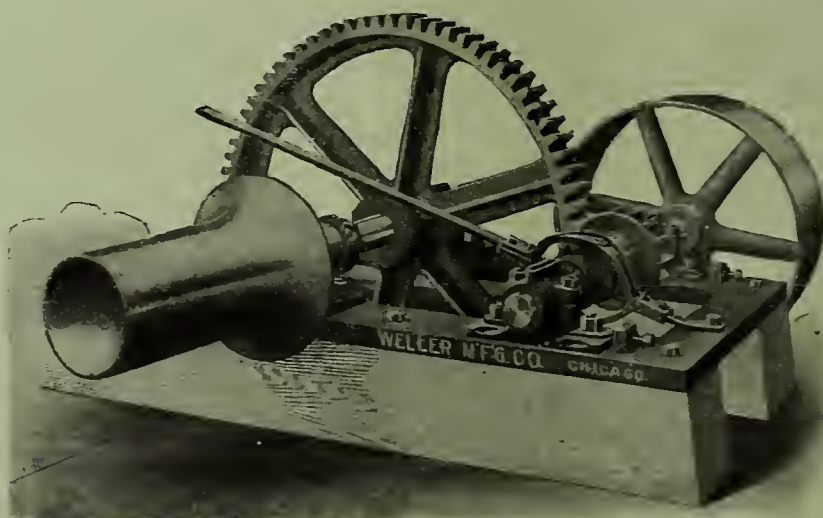
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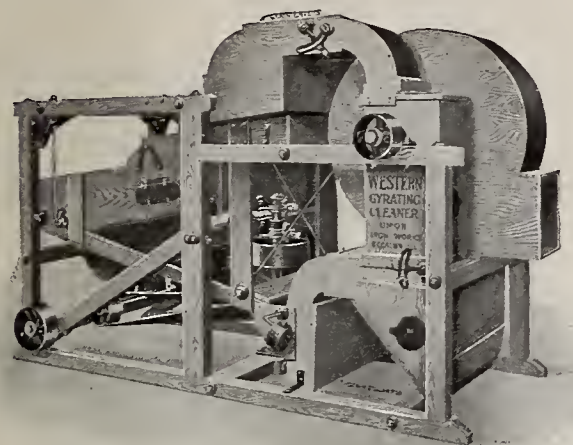
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**Best
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Earth**



THE WESTERN GYRATING CLEANER

Made in seven sizes. Capacities from 200 to 1,800 bushels per hour.

- Rotary motion.
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- Perfect cleaning.
- Cleans all kinds of grain.
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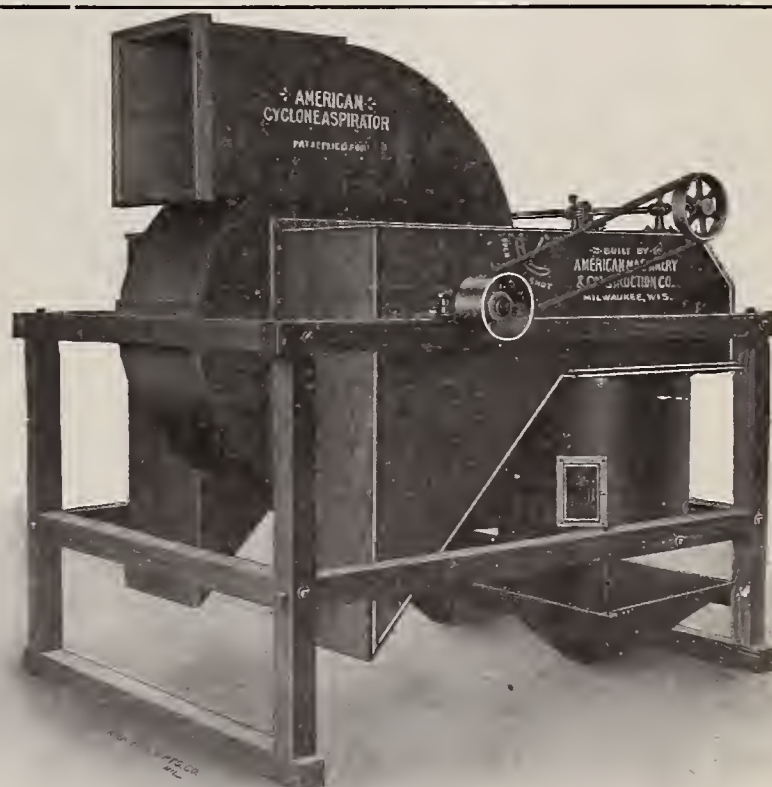
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PNEUMATICALLY separates Oats and all light impurities from wheat, rye, barley and corn, and is, therefore, an invaluable machine for grain men and millers.

Maltsters and brewers will find this the only practical machine with a very large capacity for separating all sprouts, chaff and dust from the malt as it comes from the kilns.

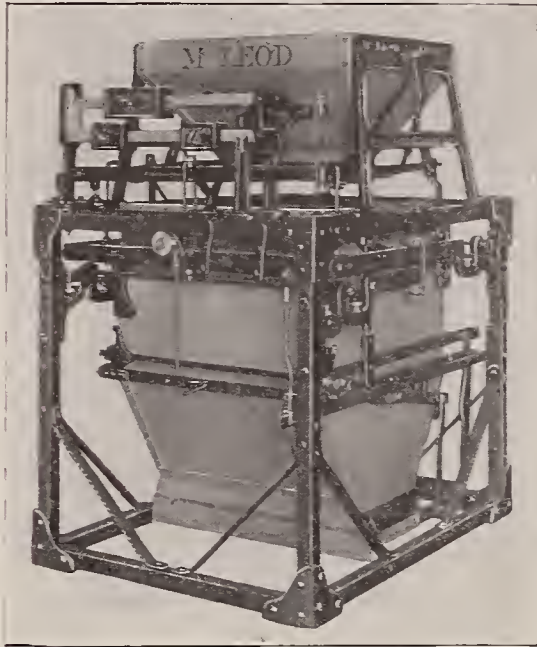
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The scale that weighs



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Factories at Bloomington, Ill., and Marietta, Kan.

NOTE—The McLeod Automatic Scale was formerly made under lease of our patents, by a company at Peru, Ill., but this lease terminated July 17, 1907, and anyone buying a McLeod Scale from any firm except ours will be liable to us for a royalty.

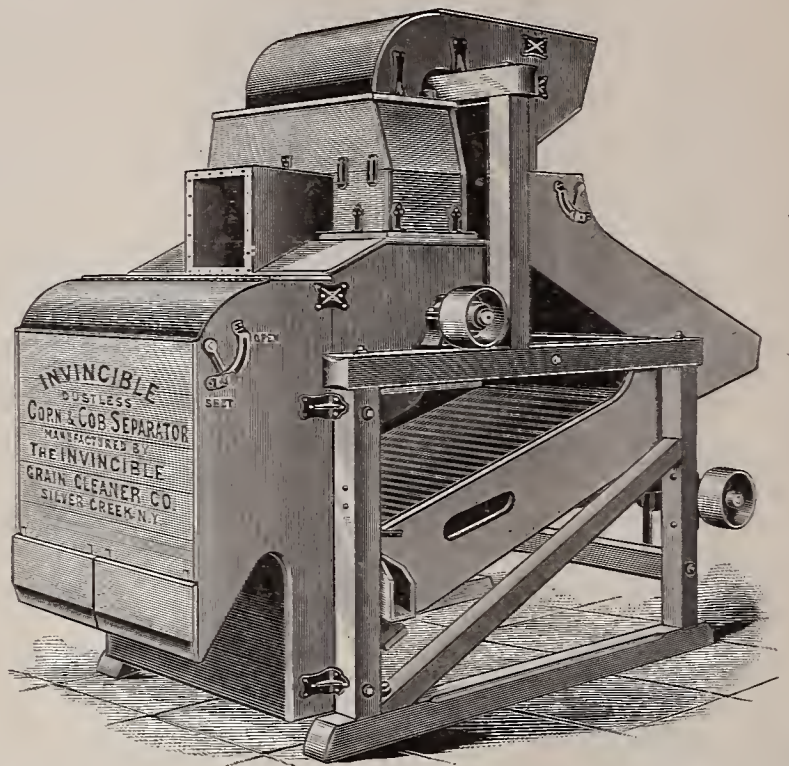
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CLEAN YOUR CORN

This Separator takes out cobs, silks and all foreign matter and gives a high grade of corn.

It is the most popular corn and cob separator on the market, the result of its extremely nice work. Order now.



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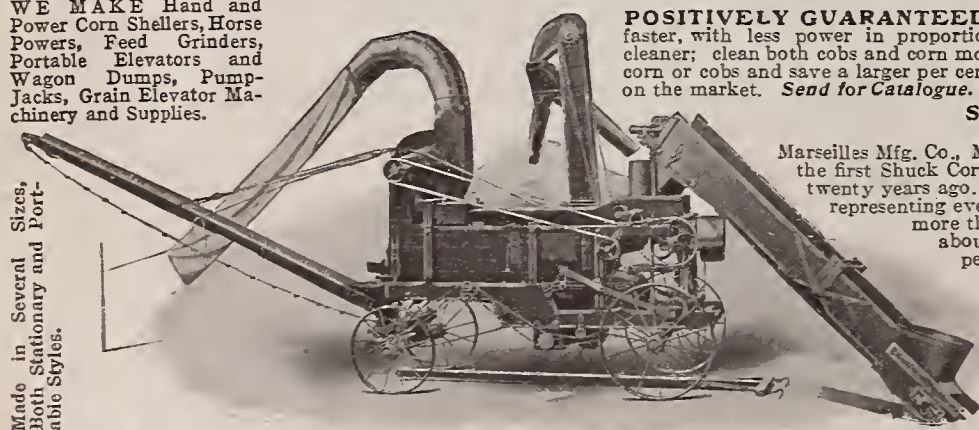
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WE MAKE Hand and
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Jacks, Grain Elevator Ma-
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Made in Several
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Both Stationary and Port-
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POSITIVELY GUARANTEED to shell either shucked or unshucked corn faster, with less power in proportion to capacity; take the corn off the cobs cleaner; clean both cobs and corn more perfectly; do less crushing or grinding of corn or cobs and save a larger per cent of the corn than any other cylinder sheller on the market. *Send for Catalogue.*

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BURRELL Improved Manlift



This lift is so well
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**Full
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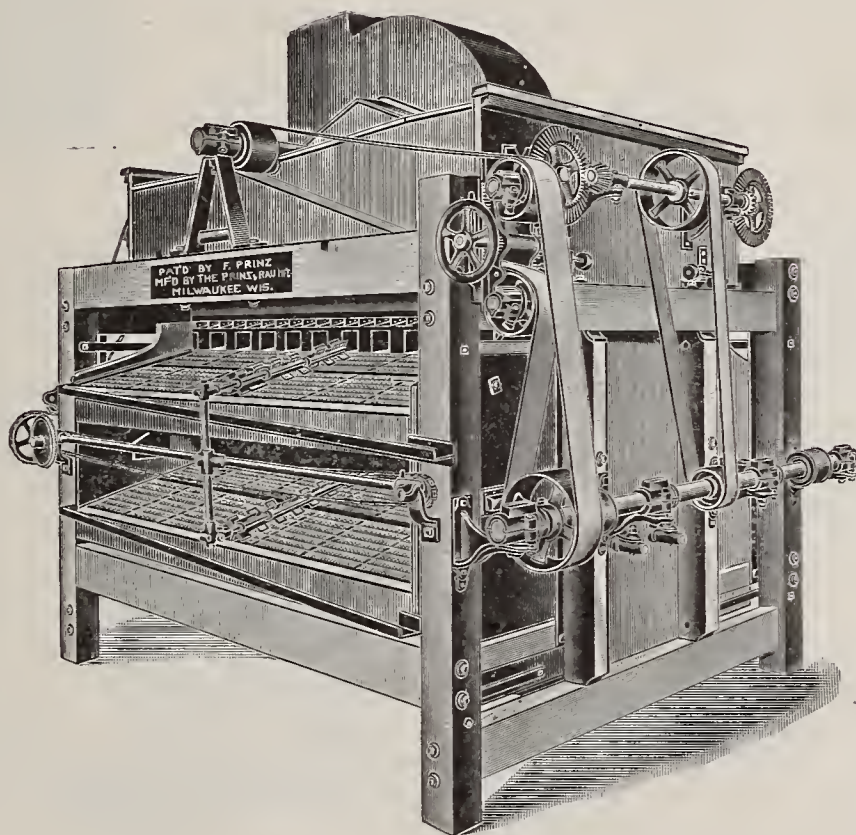
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PRINZ AUTOMATIC SEPARATORS

The Machines that have Revolutionized the Grain Cleaning Business



PERFECT CLEANING—DURABILITY—EASE OF REGULATION

The screens are of sheet steel and retain their shape under hard usage. Each sieve has a seed screen at head.

The grain is spread the entire width of sieve by a perfect automatic feeder.

The sieves are kept perfectly clean all the time by our patented automatic traveling cleaner.

A strong, steady suction is created by a large slow-running fan.

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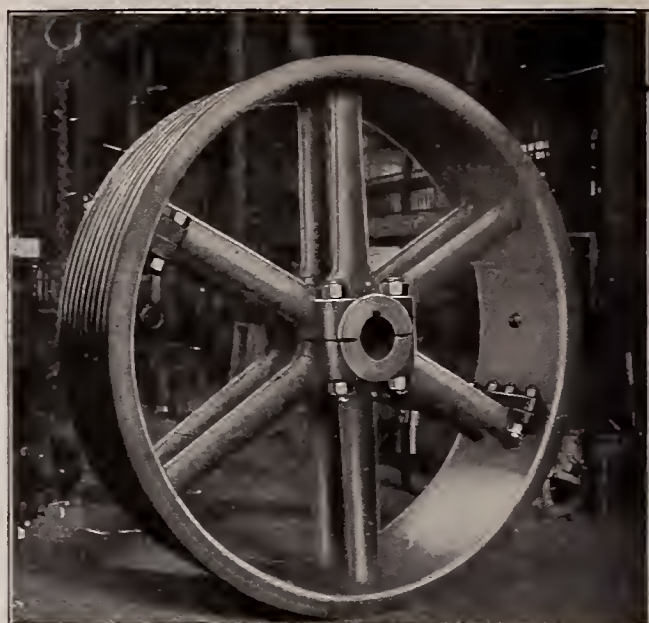
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We design and install complete rope drives. We are experienced in this line, and drives designed by us are successful. We supply the best grade of Manila rope. Our **Machine-molded sheaves** are perfect in balance, accurately finished and free from flaws injurious to the rope.

We cast and finish sheaves of all sizes—English or American system—Pulleys, Band Wheels, Flywheels, Drums, Gears, Sprocket Wheels, etc. We manufacture Shafting, Pillow Blocks, Hangers, Floor Stands, Elevator Casings, Heads and Boots and all kinds of Elevating, Conveying and Power-Transmitting Machinery. Headquarters for Supplies.

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Western Ave., 17th-18th Sts.
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322 Fourth Ave. South, Minneapolis, Minn., having bought the complete stock of C. D. Holbrook & Co., are now located in the old Holbrook location at 305 South Third Street, where they will continue the business of furnishing the grain trade with

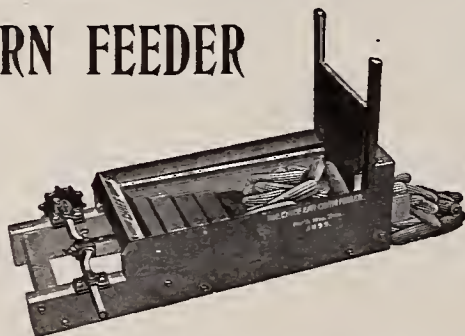
Elevator and Mill Machinery, also Avery Automatic Scales and Charter Gasoline Engines.

WE SOLICIT YOUR ORDERS.

305 South Third St., Minneapolis, Minn.

THE CHIEF EAR CORN FEEDER

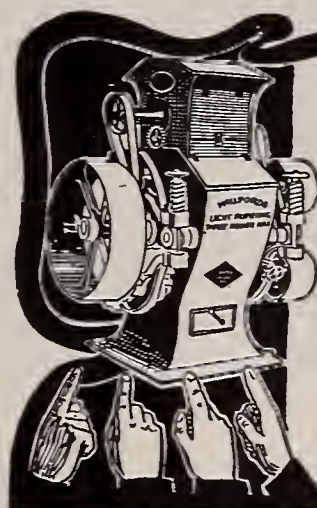
Will feed ear corn to a sheller, elevator or drag belt, and will also feed small grain. Occupies less space than any similar device. **The feed is positive and the feeder is strong and durable.** Write for prices and terms.



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Willford Three-Roller Feed Mill.

- (1) It is Easy to Handle.
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- (3) It will Grind the Most Feed with the Least Power.
- (4) It can Always be Relied Upon.

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Do You Buy Supplies? Do You Make Repairs?

You certainly do both.
Our business is to furnish these Supplies and to do Repair Work.
We always have a most complete stock of

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Power and Transmission Machinery

We do all kinds of repairing
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Repair Gasoline Engines

We Ask Your Patronage. Write Us.

Globe Machinery & Supply Co.

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LEWIS GAS ENGINES

ALWAYS FILL THE BILL

Starts without cranking. Patented features make it more durable, smoother running, easier working than ordinary engines. Automatically adjusts itself—a light impulse for light work—powerful impulse for heavy load—saving fuel, wear and tear. Sold for twenty years. Thousands in use. Tell us what you will use it for, and we will recommend size and give price.

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Marseilles Portable Grain Elevator and Wagon Dump

SAVES MONEY IN BIG CHUNKS Because

It saves 20 to 30 minutes' time unloading every wagon, and all manual labor.

Think what that means to the man that hires men and teams and the man behind the "scoop" shovel

It unloads the largest wagons in 2 to 5 minutes

Handles ear corn, wheat, shelled corn, any kind of grain, sugar beets, or anything that can be handled with a "scoop."

Two men can set it up or take it down. A boy can operate it.

Let Us Show You Why
They are Superior to Others



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**ELEVATOR
ENGINES**

From 3 to 30 H. P.,
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Write for special price.

ROCKFORD ENGINE WORKS
Rockford, Ill., U. S. A.

The Engine that
will please you

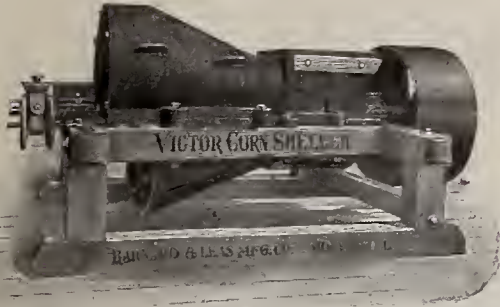
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Mention this paper.

**TRIUMPH
POWER
CORN SHELLE**

**CO-BARTLETT
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ARE YOU PREPARED TO HANDLE THE NEW CROP

The Victor Corn Sheller and Cornwall Corn Cleaner are standard machines of their class. These machines will enable you to handle the crop to best advantage.

For efficiency, capacity, strength and durability they have no equal.

They possess valuable features possessed by no other shellers and cleaners.

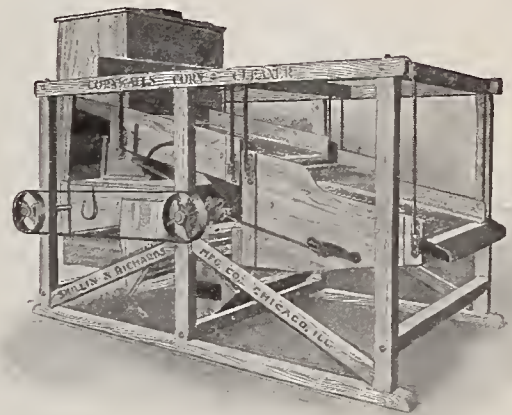
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Send for latest circulars.

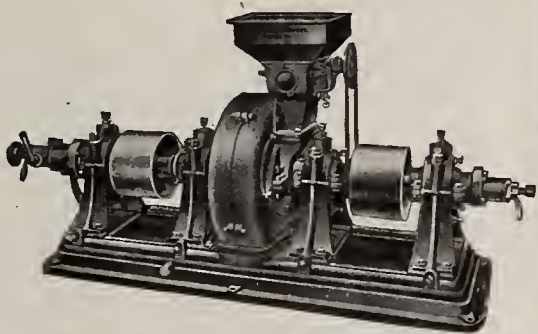
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Builders of Elevator Machinery and Supplies

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Monarch Attrition Mills

Insure the largest possible profits in feed grinding because they have large capacity and consume relatively little power. Another thing, the Monarch is built for service and does not require constant repairs. This means much in the busy season. You can control the feed grinding in your territory if you install a Monarch. Send for

OUR NEW CATALOGUE

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Mention amount and kind of power you expect to use for operating a mill

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The "Eureka" Corn and Wheat Dryer and Cooler



Dries the grain uniformly and extracts any percentage of moisture desired.

Most economical, dries continuously, inexpensive to adopt.

Cools hot grain.

Built in capacities of five bushels to any quantity.

Satisfactory Results Guaranteed

The S. Howes Company

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Grain Cleaners
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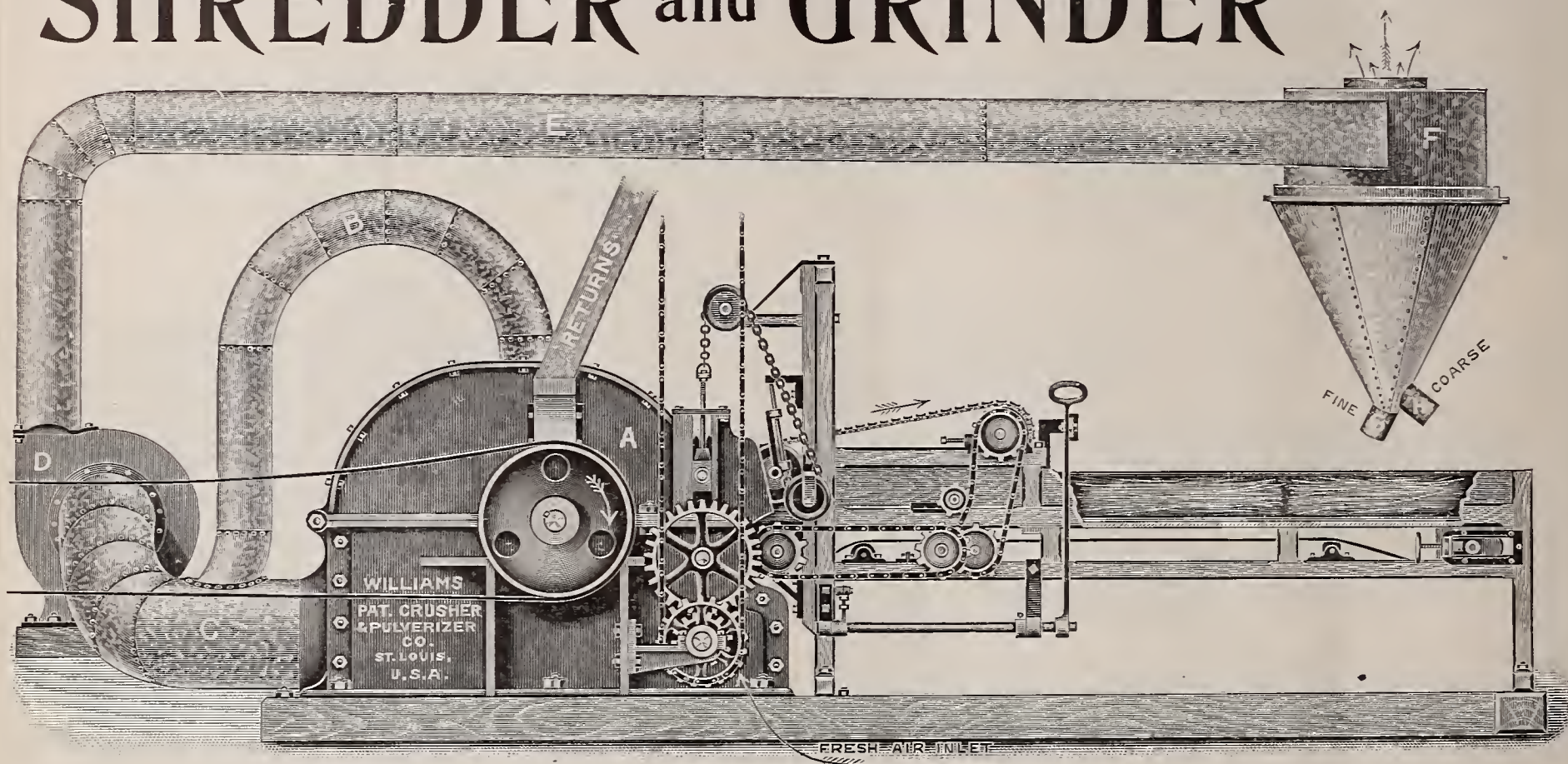
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WILLIAMS PATENT COMBINED HAY AND STRAW CUTTER SHREDDER and GRINDER

Made in 6 Sizes



THE ONLY VERSATILE FEED GRINDER EVER PRODUCED

They will reduce EAR CORN with the HUSK on.
 They will reduce ALFALFA HAY from the BALE or from the STACKS.
 They will reduce ALFALFA HAY and EAR CORN together.
 They will reduce ALFALFA HAY and SHELLLED CORN together.
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 They will reduce ALFALFA HAY and FODDER OF ALL KINDS, with the CORN on.
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 They will reduce EAR CORN ALONE or SHELLLED CORN ALONE.
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 They will reduce ALFALFA HAY and two other kinds of CEREALS at the same time, as each machine has three separate feeding places.

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 ST. LOUIS, MO., U. S. A.

Purify Your Oats with the Peterson Oats Purifier

No
More
Musty
or
Discolored
Grain



Only
Slight
Expense
in
Purifying
Oats
with this
Process

The Peterson Oats Purifier insures uniformity in bleaching, and the amount of sulphur required to bleach 1,000 bushels of oats costs approximately 9 cents. It is built of cast iron and permission has been granted for its installation within six feet of elevator building without an increase in fire insurance rates. It requires little space and can be adapted to almost any location.

For Further Particulars Write

SKILLIN & RICHARDS MFG. CO., Chicago, Ill.

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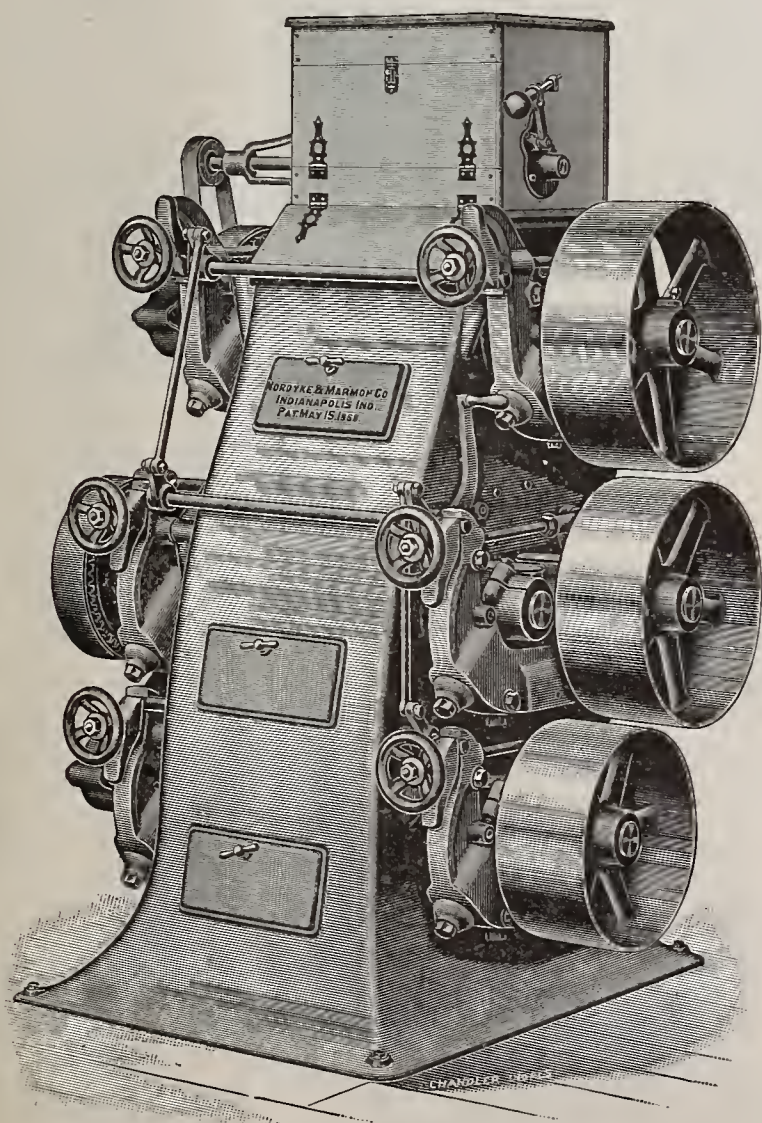
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Test all your new corn and avoid paying corn price for water. Anyone can operate it. Burns gas, gasoline or alcohol. Free Booklet.

Ask us about **grain driers** also, and remember that

HESS-DRIED IS BEST DRIED.

Hess Warming & Ventilating Co.
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The N. & M. Co.

THREE-PAIR-HIGH SIX-ROLLER MILL

The most substantial, most economical in cost of maintenance. Has great capacity and requires comparatively small power. The only Six-Roller Mill with drive belts properly arranged to place the belt strain on bottom of bearings, where it belongs. It is not the cheapest mill in first cost, but it is by long odds the cheapest in the long run. It is without question the best roller feed mill on the market. Feed grinding pays best when you have a mill which will do perfectly any kind of grinding required and stand up under hard work without breakages and delays.

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We carry a complete stock of Heads and Boots, Elevator Buckets and other Elevator Supplies. All orders are given the very best of attention.

Nordyke & Marmon Company

America's Leading Flour Mill Builders

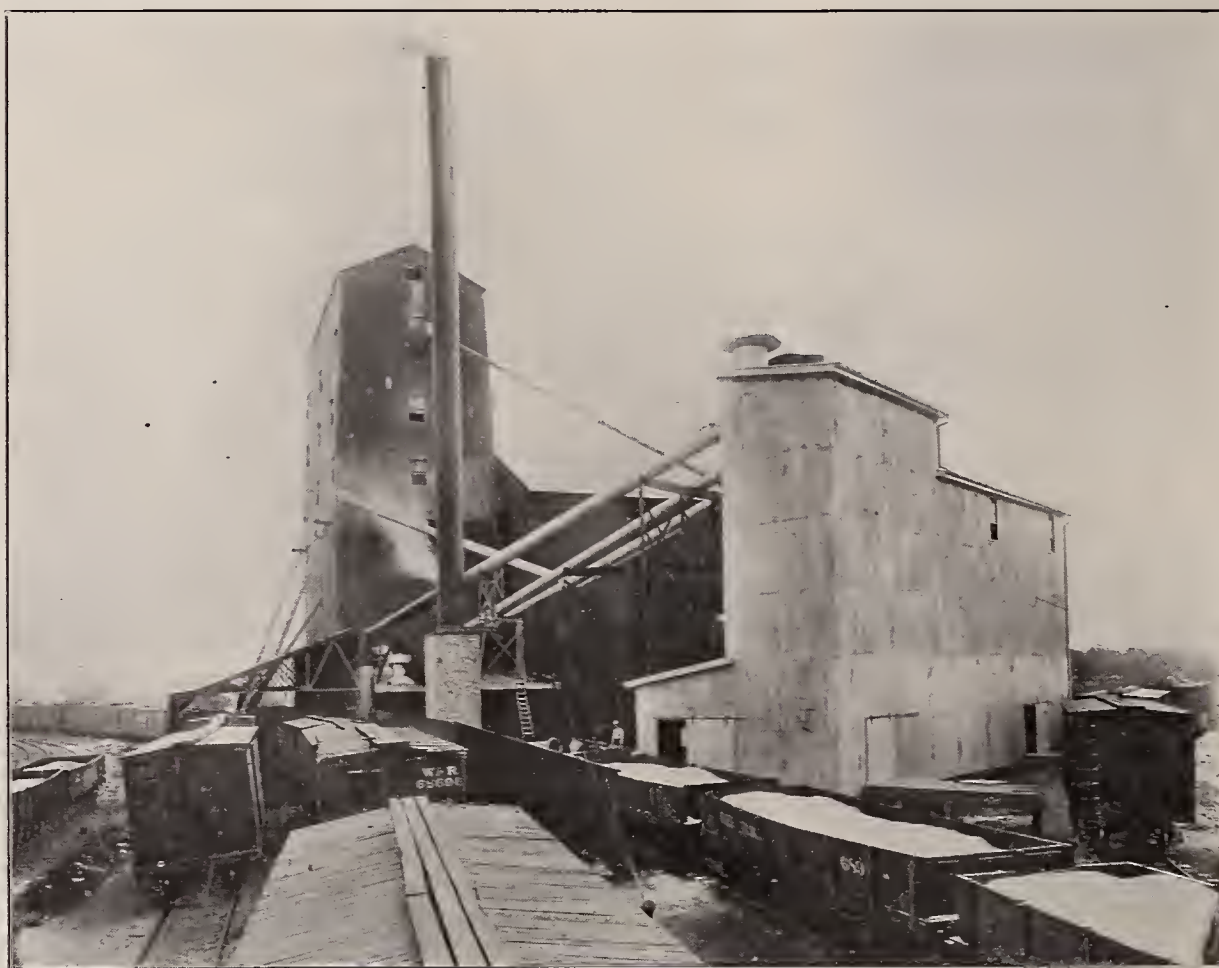
Established 1851

INDIANAPOLIS, IND.

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Grain Elevator Architect and Engineer

With fifteen years' experience in the actual construction and operation of both country and terminal elevators, I am prepared to render an efficient service in the



The Alliance Elevator at Hammond, Ind.. Just Rehabilitated on My System, a Complete Sketch of Which Appears in This Issue

Construction of New Elevators.

Rehabilitation of Plants.

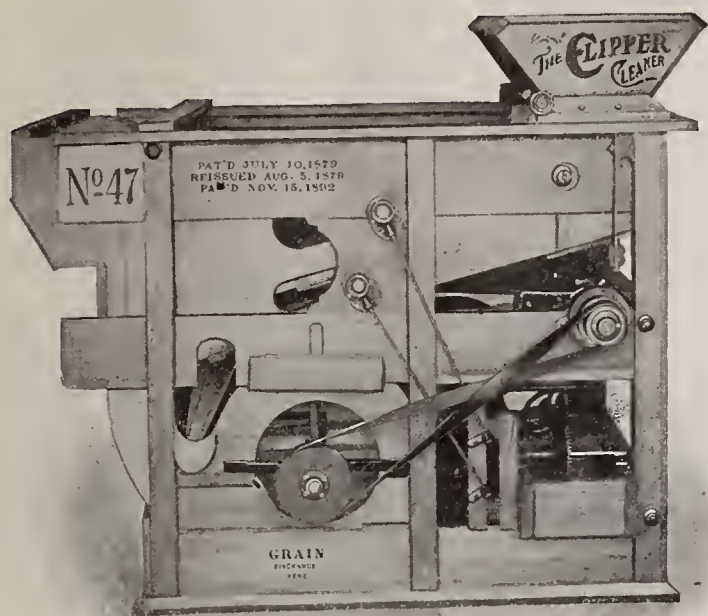
**Installation of Grain Cleaning Systems and
Drying and Purifying Outfits.**

Installation of Power Plants and Motor Driving.

MY SPECIALTY is the rehabilitation of PLANTS and my record for this class of work in the vicinity of Chicago is unsurpassed.

WRITE, WIRE OR CALL ON ME PERSONALLY

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The No. 47 Clipper Cleaner

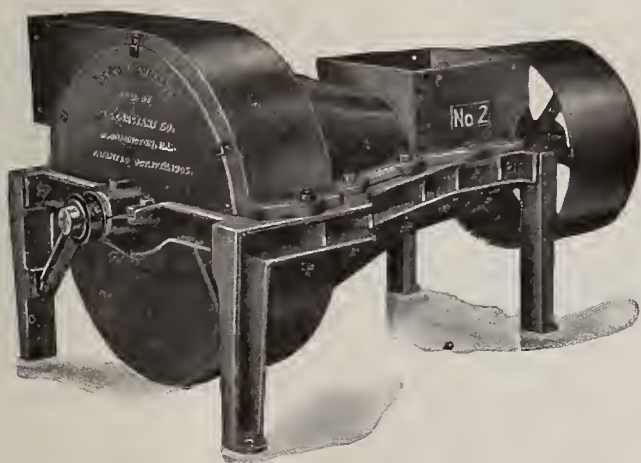
is unequalled for handling seeds or grain in local elevators. This machine has Traveling Brushes on the screens, which enables you to keep it working to its full screen capacity all the time. It is very light running, strongly built, easily installed and simple in operation. We guarantee this Cleaner to give perfect satisfaction on clover seed, timothy or any kind of grain, and it can be operated with

one-fourth the expense for power of any suction cleaner on the market. It will not require over one-half of one horsepower on clover or any kind of seed, nor over one horsepower on grain. If you are looking for a first-class, up-to-date cleaner of moderate capacity, we would be glad to send you catalog and give prices and particulars upon request.

A. T. FERRELL & CO., Saginaw, W.S., Mich.

The U. S. Corn Sheller

PATENTED OCT 17, '05



Buy now and you get all the late improvements

The new Screw Adjustment don't take up any additional space and enables you to adjust the cylinder while shelling. Made rights and lefts, over or under discharge, in four sizes, 300 to 1,500 bu. per hour actual capacity. Cheapest installed and repaired.

No sheller is complete without our B. S. C. Chain Feeder and Conveyor to prevent chokes, delays and wasted grain.

Our Wagon Dumps lock as the team drives off.

Our Safety Man-lift is the latest improved.

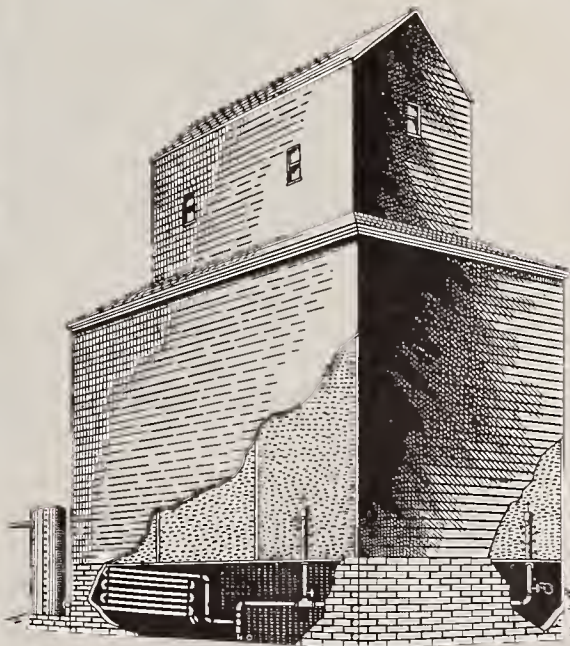
Write us for catalog and prices.

Yours for Prompt Shipments

B. S. CONSTANT CO., Bloomington, Ill.

Johnson's Grain Dryer and Renovator

A Pneumatic Process for Cooling and Drying Grain Without the Use of Heat or Chemicals.



Piper City, Ill., Feb. 3, '08
E. G. Isch & Co.,
Peoria, Ill.

Gentlemen—Yours of the 30th inst. to hand, and in reply will say that we know that the dryer is a good thing, as it has made us money so far. We have the elevator almost full of wet corn that we have no fear now of keeping until we get it dried out. Before the dryer was put in we were afraid to handle this crop. We would not be without it or hesitate recommending it to all grain dealers. We remain

Very truly yours,
Geo. D. Montelius & Co.

The Johnson Dryer and Renovator

may be installed in any Elevator, Corn Crib, Oat or Wheat Bin, Car, Boat, Steel or Cement Tanks or any Grain Receptacle. It can be placed in basement, engine room or elsewhere and will not increase your insurance.

It will make you money.

E. G. ISCH & CO., Manufacturers
PEORIA, ILL.

MONITOR GRAIN CLEANERS

THE CLEANERS THAT CLEAN PERFECTLY

We Build a Cleaner for Every Class of Cleaning

MONITOR SUPREMACY

Is recognized the world over among experienced users of grain cleaning machinery. You cannot obtain "Monitor Principle" of other manufacturers—our patents protect us against the imitator. We show here our perfected

Warehouse and Elevator Aspirating Separator

(TWO MACHINES IN ONE)

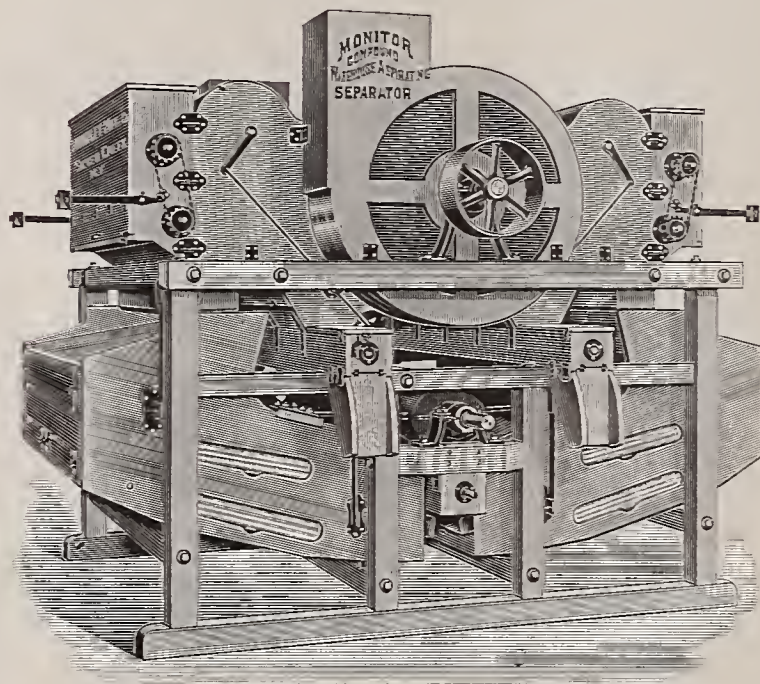
CAPACITY

1,000 to 7,000

Bushels Per Hour on Corn, Oats or Wheat

Screen Separations

Three repeated screen separations on each stream—when so desired these machines are equipped with our perfected *under the screen* automatic sieve cleaners.



Air Separations

We use our well-known "Monitor" type of air chamber and patented air equalizing regulator—they are different in principle and operation to anything on the market, and are used by many of our prominent cleaning establishments *as recleaners* after grain has been cleaned on other separators.

These machines are equipped with automatic disc oiling eccentrics, deep reservoir ring oiling bearings, counter-balanced shakers, automatic feeders and our well-known Monitor fan equalizing control. In point of construction they leave nothing to be desired.

OVER 50 OVER

Different Styles of Monitor Cleaners. A cleaner for every class of work. We guarantee results.

Huntley Manufacturing Company

Silver Creek, N. Y.

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TILSONBURG, ONTARIO—W. R. Ream



A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

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[For the "American Elevator and Grain Trade."]
NEW CONCRETE ELEVATOR AT PEORIA.

It is the general impression among those about to build that a concrete elevator cannot be erected quickly, and the element of time has prevented, in a number of instances, the consideration of this type of construction. That a concrete elevator can be built in a short space of time has been fully demonstrated at Peoria, where the building herewith illustrated was put up in sixty days from the time ground was broken to the laying of the roof. Remarkably rapid progress was made in the bin construction, the 53 feet of bin walls being concreted in ten consecutive days, an average of over five feet a day, which is the best time for this class of construction heretofore attained. There should be, then, no hesitation on the part of the prospective builder to consider concrete on account of probable delay in the completion of a contract, for there is now no type of construction in which local material and labor can be so much utilized, while the degree of perfection which has now been attained in the construction of the sliding form has made it possible for the contractor to do very quick work. With the time feature eliminated, and in view of the fact that the cost of concrete buildings in general is now only slightly in excess of wood construction, there is no doubt that the majority of the future elevators will be built of concrete.

The grain preserving qualities of concrete bins was long ago fully demonstrated, and there is no doubt that re-enforced concrete is the most efficient and logical construction for elevators whose

permanence and fireproof qualities are prime requisites. The re-enforcing is the only one perishable element, and it is so thoroughly imbedded in and surrounded by the concrete that, so protected from all corrosive influences, the steel may

be said to have assumed imperishable qualities itself. In a re-enforced concrete elevator, the entire structure—bin walls, floors, beams and columns—is rigidly connected into one unit and the building as a whole is capable of resisting the severe shocks and unusual stresses that are set up by the filling and emptying of the bins and the operation of the machinery. A re-enforced concrete elevator is accordingly very rigid, there being practically no vibration. Concrete is recognized by all as the best fire-resisting material now used in building construction, and it is impervious to all atmospheric conditions.

The remarkably rapid progress made on the Peoria elevator was due mainly to the careful and ingenious methods employed by the contractors in the construction and raising of the bin forms and the clever design of the building. The writer was very much impressed with the workmanship and care with which the bin forms were assembled (they being put together, in fact, as a cabinet maker would do the work) and the simple but effective device for raising the forms. He was also impressed with the design of the building and the rapidity and ease with which it could be erected. The walls inclosing the working house, it will be noted, are formed of concrete, and are a continuation of and carried up with the bin construction. This not only saves the cost of an extra building for the machinery, but simplifies and reduces the time for erection, for the working house is completed and finished with the bins. The first design of the elevator provided for two square bins in the working house, which were formed by running walls across the space and dividing off two



CONCRETE ELEVATOR OF THE CORNING DISTILLING COMPANY, PEORIA, ILL.
Macdonald Engineering Company, Chicago, Engineers and Erectors.

HENRY POEHLER, PIONEER.

Henry Poehler of Minneapolis, who celebrated his seventy-fifth birthday in August last, is one of the pioneer grain merchants of the Northwest, having gone to Minnesota when the state was still in the territorial era. Dean of the small circle of Chamber of Commerce pioneers, Mr. Poehler's entry into the grain business in the state probably antedates that of any other member now living.

Born in Lippe-Detmold, Mr. Poehler left Germany and landed in New Orleans when a boy



HENRY POEHLER.

of fourteen. With his friends he came north, settling at Burlington, Iowa. Minnesota territory was then settling up and one of its prominent men of that day was Joseph R. Brown, landowner and politician, and when Mr. Poehler, working still northward, reached St. Paul in 1853 he became associated in several enterprises in the developing of the new country with Mr. Brown. In 1853 he built one of the first dwelling houses in Mankato, there being then a dense forest along the greater length of the Minnesota River in that part of the state. Mr. Poehler next settled at Henderson, where he finally bought out the mercantile business of Mr. Brown, and it was there that what is now the pioneer Minnesota firm in the grain trade, the H. Poehler Co., was formed.

Mr. Poehler sat in the last territorial legislature of Minnesota and upon the admission of the state to the Union took his seat as state representative, going into the state senate later, where he sat in 1872, 1873 and again in 1876 and 1877. His constituency sent him to Congress in 1879-80, representing the old third district, when there were but three members of Congress from Minnesota at Washington.

In those days Mr. Poehler was associated with Henry M. Sibley and Alex. Ramsey, both celebrated men in the early days of the state, and at later periods with W. D. Washburn, Henry M. Rice, Governor John S. Pillsbury, Judge Flandreau, Colonel John M. Stevens and Cushman K. Davis. Among his intimate friends were William Merriam and his son, William R. Merriam, and James J. Hill.

Of the great Indian outbreak of 1862, when the red men swept off the Yellow Medicine reservation and devastated the country southward down to New Ulm, Mr. Poehler has a vivid recollection. The suddenness of the outbreak, its unexpectedness and the state of unpreparedness of the settlers may be judged from the fact that only a short time before the massacre, while hunting with a party of friends, Mr. Poehler crossed the

reservation, and Cut Nose, one of the most blood-thirsty villains ever born, who, with thirty-eight others, was hanged later, loaned his gun to Mr. Poehler. There was at that time apparently the best of feeling between the Indians and whites and nothing to forewarn the settlers of the terrible days that were so soon to follow.

UNIFORM BILL OF LADING.

The Trunk Line Association (official classification territory) gives notice that the Commerce Commission's form of bill of lading will be adopted, to take effect on and after November 1; and announces that the Association desires all shippers to understand that no other than the uniform bill will be accepted in official classification territory; and in order to set the matter clearly before them issued a statement which, among other things, says:

On and after November 1, 1908, the shipper may have the option of shipping property either subject to the terms and conditions of the uniform bill of lading, or under the liability imposed upon common carriers by the common law and the federal and state statutes applicable thereto, i. e., if the shipper elects to ship under the terms and conditions of the uniform bill of lading and shipping order, the rates provided in the official classification and tariffs will apply. If the shipper elects not to accept the conditions of the new uniform bill of lading and shipping order, the property so carried will be at carrier's liability, limited only as provided by common law and by the laws of the United States and of the several states in so far as they apply, but subject to the terms and conditions of the uniform bill of lading in so far as they are not inconsistent with such common carrier's liability, and the charge therefor will be 10 per cent higher (subject to a minimum increase of 1 cent per 100 pounds) than the rate charged for property shipped subject to all the terms and conditions of the uniform bill of lading and shipping order.

The combined bill of lading and shipping order may be briefly described as follows:

One form for use in connection with what are termed "straight" consignments, consisting of the bill of lading, shipping order and memorandum acknowledgment (all to be printed on white paper).

One form for "order" shipments, consisting of the "order" bill of lading (to be printed only on yellow paper) and the shipping order and memorandum acknowledgment (to be printed on blue paper). This form shall be used only for order consignments; it will not be permissible to accept order notify shipments on straight bills of lading.

A supply of standard railroad forms will be furnished shippers upon request. Shippers, for their own convenience, may print on these forms lists of commodities, at their own expense.

Forms of bills of lading prepared by shippers for use on and after November 1, 1908, must contain the precise language of the new contract and conditions, and must conform to the requirements in respect to color distinction for "order" shipments and "straight" consignments.

The bill is the result of three years of negotiations between the shipping interests and the carriers, and has the indorsement of some shippers and the Interstate Commerce Commission.

THE BANKERS' ACTION.

The American Bankers' Association at Denver, on September 30, adopted the bill of lading committee's report recommending two forms of bills of lading for uniform adoption throughout the United States, as recommended by the committee, which states:

That the American Bankers' Association desires to express its hearty appreciation of the action taken by the Interstate Commerce Commission, and, further, that it recommends to its members that after Jan. 1, 1909, they only handle for value order bills of lading issued by carriers in the United States on forms recommended by the Interstate Commerce Commission as order bills of lading, or the so-called 'clean' order bill of lading, without conditions, being the form reported by the National Industrial Tariff League, to the Interstate Commerce Commission, on October 15, 1907.

The first new cob corn for 1908 was marketed at Baltimore on September 8 at \$3.30 per barrel. First receipts a year ago were on October 17, and sold for \$4.25 per barrel.

ELEVATOR BUILDING IN MONTANA.

The grain output of Montana has assumed such proportions that it is attracting the serious attention of a number of large concerns. As a result the current season has seen an extraordinary number of elevators going up throughout the state. The merits of the dry-land farming are becoming known, and many of these new elevators are being built in the heart of the dry-land country.

The McCaull-Webster and allied companies of Minneapolis have recently opened western headquarters in Helena and are erecting eight elevators, each of 30,000 bushels' capacity, at Raynsford, Benchland, Buffalo and Hobson on the line of the Billings & Northern, Townsend and Maudlow on the Jawbone road, and Red Lodge and Roberts, in Carbon County.

The Royal Milling Co. is putting in new elevators at Cascade on the Butte-Havre line, Belt and Mendon on the Billings & Northern, and Collins and Conrad on the Shelby line. In one week in September eight new elevators were opened for business in the vicinity of Lewiston, in the Judith Basin and along the St. Paul Road. At Culbertson, where there was but one elevator last fall, there are now four, the Imperial Elevator, and the independent houses of Nordmarken & Walumn, Hanson & Barzen and C. H. Sowle.

INDIANA'S NEW SECRETARY.

Mr. Brafford having resigned the position of secretary of the Indiana Grain Dealers' Association, Mr. M. T. Dillen of Frankfort has been elected by the directors to act as his successor.

Mr. Dillen is a thoroughly experienced man, having been engaged in the grain business directly since 1900, and for seven years previously was connected with the City Mills at Frankfort. During the past year he has operated three elevators in the C., I. & S. R. R. in Indiana. These



M. T. DILLEN.

he will continue to operate as usual while performing also his new duties.

Mr. Dillen is looked upon by all those who know him as a man of splendid business habits and qualities and one who pushes to a conclusion, usually successful, everything that he seriously undertakes, and has other personal qualities that fit him for the peculiarly delicate office of an association secretary.

The Maryland Cereal and Forage Crop Breeders' Association will hold its second annual "Corn Show" at Baltimore, on December 1-3, and in connection there will be annual meetings of the Maryland Horticultural Society and the Maryland State Grange.

THE NEW FIREPROOF ELEVATOR OF CALLAHAN & SONS, LOUISVILLE, KY.

Callahan & Sons of Louisville, Ky., were at the head of the procession in 1900 in exploring the field of fireproof construction for grain elevators. The steel tank storage was then in embryo and it seemed to offer a means of fairly good fire resistance as against anything else that had been previously used. The plant, at that time, was laid out on the general lines shown in our illustration, consisting of two clusters of steel tanks, with a steel frame work-house located between the clusters; but experience has shown conclusively that protection against fire in steel structures can be had only by rigidly excluding all woodwork and other combustibles from the construction.

While the skeleton and main structural features of the work-house in the original plant were all

quickly as if discharging directly into a bin or loading spout. The elevator legs are, therefore, made to carry 10,000 bushels per hour, and the two 1,500-bushel scales may each be emptied at that rate.

There are two track hoppers on the receiving track, each with a short receiving leg, which fill the hopper scales on the ground floor. Two loftier legs take the grain from the scales to the distributing spouts and belts leading to the storage or car loaders.

An unusual feature in elevator construction, and something that will be appreciated by elevator operatives, is the fact that there are ten garnerers out of which grain can be quickly discharged by gravity into hopper scales and out of which sacking can also be done.

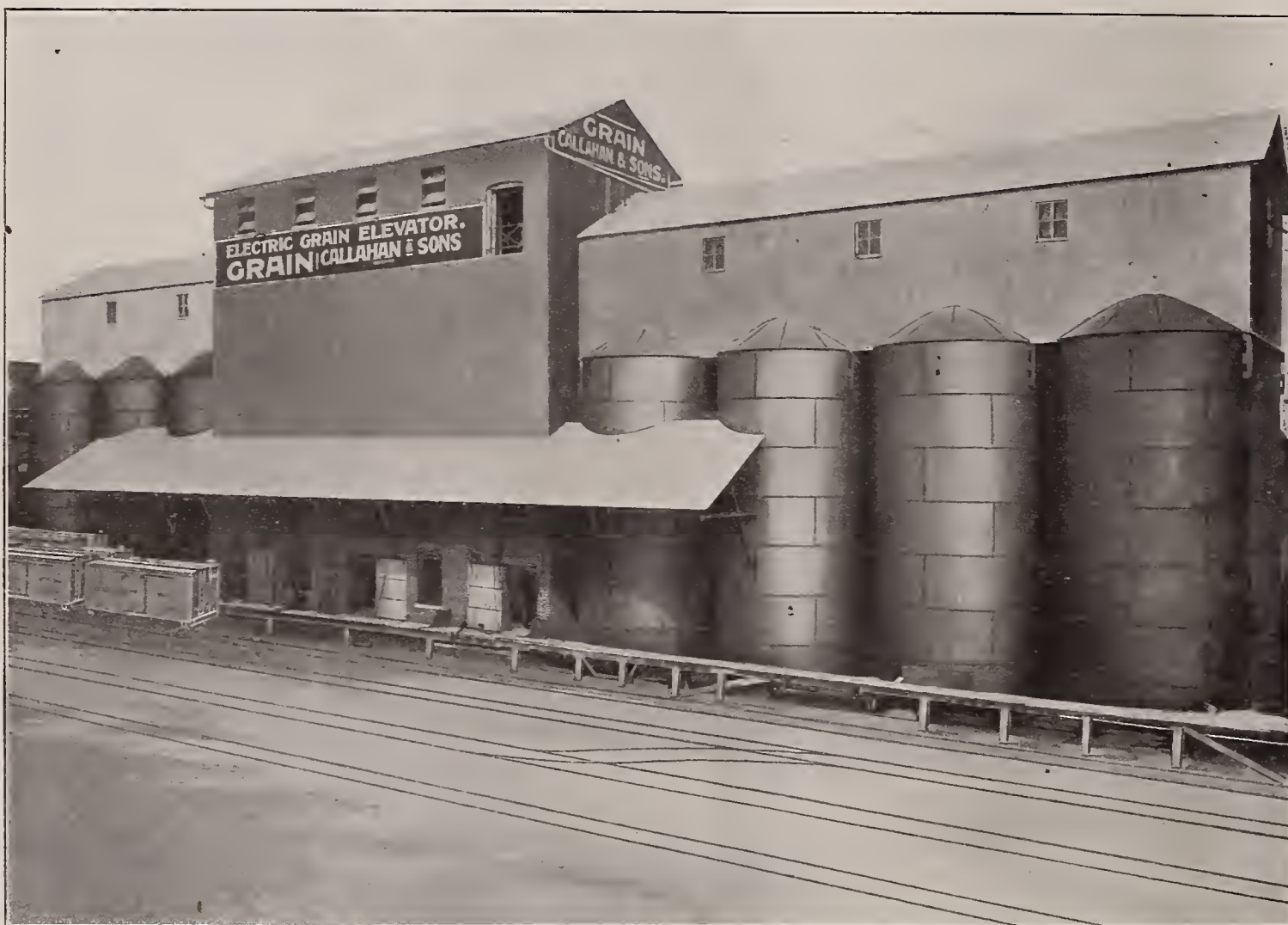
The work-house has about 20,000 bushels' storage room, consisting of steel and concrete bins, and the steel tanks 100,000 bushels.

The plant was put in operation on August 1, and is probably the best equipped and first fireproof elevator of its kind erected south of the Ohio River.

[For the "American Elevator and Grain Trade."]

OHIO GRAIN DEALERS.

The Ohio Grain Dealers' Association, in session at Columbus on October 6, went on record as protesting against the new uniform bill of lading, and made the protest good by joining with the National Industrial Traffic League, which meets shortly in Chicago; favored registered tracers, and protested against the discounting of from one-fourth to one-half of one per cent of the shipping weight for shrinkage in traffic. Aside from this the meeting was a notable one, as reports from all over the state indicate that the corn crop of 1908 will be the finest in years.



FIREPROOF GRAIN ELEVATOR OF CALLAHAN & SONS, LOUISVILLE, KY.

steel, there still remained enough wood in the shape of floors and machinery supports and in the equipment to support combustion when once started. It got this start in the spring of 1907, and in an hour there was nothing left of the work-house but a tangled mass of steel and a water-logged pile of smouldering grain. The tanks which were free from combustible materials were not damaged, and there was some salvage in the lower story and foundation of the work-house.

The new plant, reared on the old foundation, was designed and built by the Macdonald Engineering Co. of Chicago, and there is not enough wood in it to make a lucifer match. A special feature of the new plant, which is now being strongly advocated by the engineers in all their fireproof elevator construction, is the placing of the hopper scales on the ground floor, instead of above the bins at an altitude of 100 feet or more, and erecting the building to a corresponding height. The saving in altitude of the structure is in itself a very favorable feature from a fire-fighting standpoint, besides the saving in first cost of construction. This arrangement necessitates rapid handling machinery; for, in emptying the scale on the ground floor it must discharge as

There are two stories under the bins in the work-house with reinforced concrete floors and steel columns encased in concrete. The upper floor is used for sacking grain from the bins overhead, and also contains one Eureka Clipper of 1,500 bushels' capacity, and one Eureka Dust Packer, also automatic scales for sacking, dormant scales, and four sack chutes to the cars.

There is a separate elevator leg from the clipper to the bins overhead and a complete dust collecting system from the machine.

Belt conveyors are used above and below the tanks for filling and emptying, and all spouting and elevator legs are of steel.

The machinery includes a heavy car puller which operates all tracks on both sides of the plant. The machinery is all driven by electric power, there being a 75-horsepower electric motor operating the oat clipper, and two motors of 50 horsepower and 35 horsepower, respectively, driving elevator legs, belts, etc.

Ample railroad track facilities are provided, there being three private tracks on the west side of the elevator and two on the east side, these tracks affording carrying capacity at one time of 35 to 40 cars. The house has facilities for both receiving and loading grain on either side.

The yield, however, will measure up to only 75 or 85 per cent of the average good crop, but what is lost in quantity will be more than compensated in the extra fine quality.

Dealers from all over the state were of opinion that cob corn would be ready to ship within a fortnight or the first of November at the outside, although several reported that there is at present quite a bit of moisture in the corn they have so far handled. It was pointed out by one or two of the speakers that the grain contains much more oil than it did last year, and for this reason the moisture must be minimized in order to keep the grain from getting hot in transit. Some of the millers, though, reported that they had used new corn with eminently satisfactory results in the making of meal.

Mr. Forebell of New York gave quite an interesting talk on corn for export purposes. He said that so far as he had been advised there had not been any bids from foreign ports placed on corn, but that he was confident that Europe would take a large share of the corn of this year if it is not priced at too high a figure. He urged that the mistake of consigning No. 3 corn be not made, but that instead steamer corn of good quality be shipped to the seaboard for ex-

port trade. He held that if the grain is sent to New York the inspectors would make suitable allowance for any grain which stands a better test than the rating given on shipment.

The morning session was taken up in the discussion and reports of the storage and transfer facilities at terminal points, inspection and the like. Representatives from the chambers of commerce, boards of trade and exchanges were present from Baltimore, New York, Cincinnati, Mansfield, Buffalo and Toledo. Each one detailed the manner in which inspections are made and the way of keeping the records of seals, treatment of the railroads, etc.

Mr. Beers, representing the Baltimore Chamber, stated that they had had considerable trouble with the railroads, some of which demanded that they be permitted to deduct one-fourth of one per cent of the original shipping weight as natural shrinkage in transit. He asked that the Association take some action looking to the upholding of the hands of the exchange and also for their own interests. Mr. Charles England of Baltimore sent his regrets that sickness in his family detained him at home.

In New York the Produce Exchange has appointed a committee which fixes arbitrarily the discount for grain off contract. The facilities for handling the grain were given as a 30,000-bushel drying plant of the West Shore, besides a number of private plants of this kind which are said to be fully ample to handle all the business sent to this port.

The market for the off-grade grains appeared to be one of the most important factors in Cincinnati. This grain is now being disposed of in large quantities to the distillers and millers, while large quantities of corn also are sold for feeding purposes. Cincinnati is also in an alliance with Louisville whereby the Ohio grain dealer is enabled to enter the Southern markets on equal terms with the Western grain coming from St. Louis and other important shipping points. In the matter of elevators Cincinnati is well equipped. The public elevators are capable of taking care of 750,000 bushels, while privately owned elevators add another 250,000 bushels. Cincinnati affords a market for the best grades of corn and rye, the big distilleries taking from 15 to 18 cars of corn and from three to four cars of rye, daily.

Lately a committee of eight members has been put to work at Cincinnati on the weight problem, and the work has now so far progressed as to put the burden of proof for shortages on the railroads in cases where the seals have been broken or where leaks have been discovered in the cars. The inspection itself covers from 9 to 10 miles, sometimes reaching as high as 15 miles, of track, but they hope later on to get commodious assembly yards from the railroads.

Weevil will not work in concrete elevators, according to a statement made by the representative of the Mansfield exchange. He stated that in their wood work-house this pest was the cause of quite a deal of anxiety, although they were conspicuous by their absence in the 300,000-bushel concrete elevator. The speaker made a plea for better grain car doors, claiming that this is the greatest leak in many cars. The inspection of grain in that city is on much the same basis as obtains in the other marts.

Mr. Seeds of the Columbus Board of Trade set out the excellent reconsignment and transfer facilities of Columbus, stating that in this city with its large number of railroads cars could advantageously be sent to Columbus by the smaller dealers for reconsignment to practically any port in the East, North and Southeast. The inspection and weighing department in Columbus is thoroughly and efficiently organized, while ample drying facilities have been placed at the disposal of the general public and another large dryer will be placed in commission next week.

Chief Inspector Culver of Toledo spoke of the corn prospect, saying that the state would have

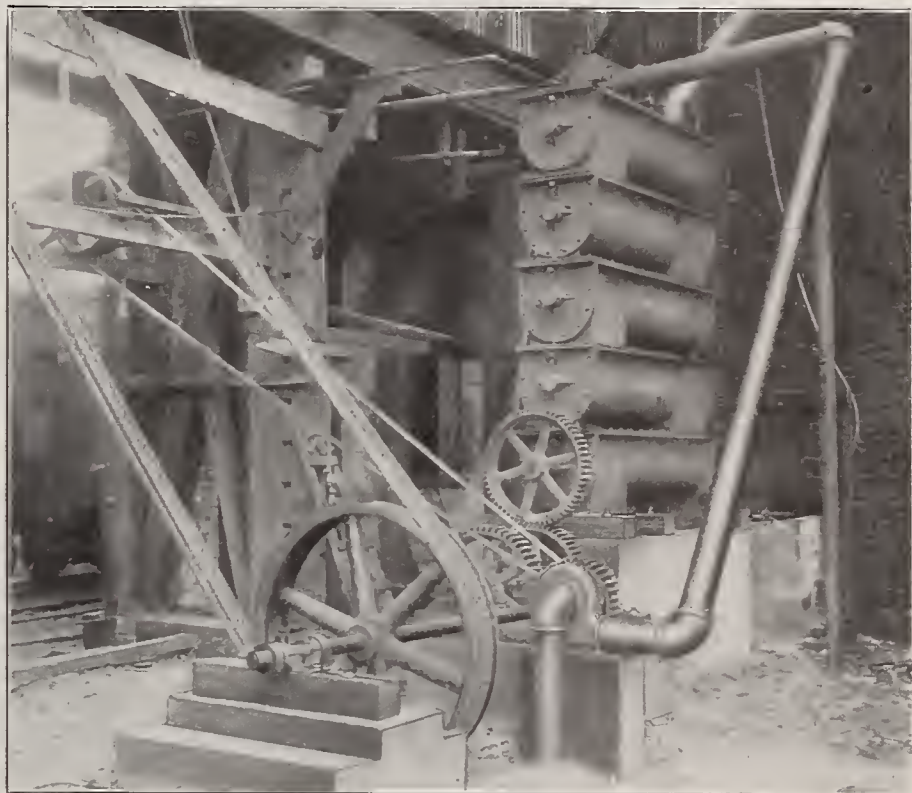
the finest corn this year in its history, and that if the dealers would only give their support to the experimental stations and the agricultural departments of the universities Ohio would soon have the best 90-day corn in the United States and the world. The wheat this year, according to the same authority, is full of all manner of pests, tests showing that weevil, worms and other pests have pulled the tests down from 98 to 92 per cent within the past two or three weeks. He cautioned the dealers to examine thoroughly all grain purchased from the farmers.

At this point announcement was made of the corn show to be held at the Ohio State University, Columbus, on November 23, 24 and 25, under the auspices of the Ohio Corn Improvement Association. For the exhibits, the chief of which will be the 10-ear samples, prizes to the amount of over \$800 have already been posted, to which are added four loving cups to be competed for annually. The grand first prize is a solid gold watch fob, valued at \$50. In preparation for this event the university has agreed to furnish corn judges for county and local shows to be held before this date. On Wednesday evening, preceding

THE PETERSON OATS BLEACHER.

The Peterson Oats Bleacher, patents for which are now pending, was perfected and put into use last winter at one of the large South Chicago elevators. Since that time, millions of bushels of oats have been bleached and purified by it and put in condition to bring top market price.

Before the advent of this machine, the bleaching and purifying of oats was done by means of a high tower, the grain being moistened and dropped through this tower, which was filled with sulphur fumes. The descent of the grain being rapid, taking only two or three seconds, the result of the work was not entirely satisfactory, for the reason that if some grains were not properly dampened, the fumes would not take effect, causing lack of uniformity in the work done. With the machine illustrated herein, the grain is dampened to any desired degree in the top section, and upon dropping into the next section comes in contact with the sulphur fumes, likewise in the third, fourth and fifth sections; thus the grain is in close contact with the fumes during the time it passes through these sections,



THE PETERSON OATS BLEACHER.

Thanksgiving, a corn dinner, absolutely unique in menu and addresses, will be given. The menu will consist solely of corn products and corn fed products.

MONEY IN COBS.

At the current prices of other forms of fuel, at least one concern has elected to make the experiment of finding out whether there can be created a permanent market for corn cobs. This is the O. A. Talbot Co. at Keokuk, Ia., who, instead of throwing out the cobs from the sheller behind the elevator and waiting for a freshet in the Mississippi to carry them away, has made arrangements to load them into cars directly from the sheller for shipment to other places. A local paper says the Talbot Co. has had orders for all the cobs it can ship and that the Omaha Fuel Co. had placed an order for fifteen carloads and agreed to take all that the Keokuk firm could spare.

Grain inspectors have found it necessary on account of the warm weather to warn grain dealers to look out for weevil. Turn the grain frequently and check the growth of the larvæ.

Weevil is appearing in the wheat in Indiana and Maryland and grain should be carefully examined by buyers. The carbon-bisulphide method of destruction is considered the simplest and best.

which requires from twelve to fifteen seconds, and is constantly stirred and turned over, so that the work done is uniform and thorough.

The fumes are generated in a brick oven located conveniently near the machine and drawn by means of a fan from this oven and forced into each of the four lower compartments mentioned, two 2-inch pipes being connected to each compartment. As none of the sulphur fumes escape, as in the tower process, a very small amount of sulphur is required.

The machine is built entirely of cast iron, and is not perceptibly affected by sulphur fumes or by the elements. It is usually placed out of doors, the grain being spouted into the upper section and discharged into a spiral conveyor from the bottom section. This receiving conveyor is usually made with a ventilated opening or removable cover that will permit the loose fumes to escape into the air while the grain is being conveyed into the elevator.

The accompanying cut, showing one of these machines in place, gives a very good idea of the installation; the oven, however, not being shown. This oven is of brick 3 ft. by 4 in. and 4 ft. high, with a 6-in. pipe leading to the fan and from the fan to the bleacher. The amount of power required to operate one of the machines at a maximum capacity of four to five thousand bushels per hour is from five to eight horsepower.

It has been found that when a machine of less

capacity is desired, it is an advantage to purchase the large machine and run it at half the speed.

As this machine occupies an approximate space 2 ft. wide, 7 ft. long and 9 ft. high, it can be placed in almost any location. It is made either right or left hand, and the drive can be attached to any shaft from any of the five compartments. In many cases the driving shaft on the machines can be extended into the elevator and driven within the building.

Since the installation of the first machine, in March, 1908, a large number have been installed in various parts of the country, the total cost of installation running from \$1,000 to \$1,500, according to existing conditions. All of these machines are doing satisfactory work.

They are made solely by Skillin & Richards Manufacturing Co., Chicago, the well-known manufacturers of grain elevator machinery.

NEW FLOATING ELEVATOR.

The floating elevator that Philadelphia has been waiting for so long to increase the export facilities of the port has been delivered by the Wilmington contractors to the Pennsylvania Railroad. The elevator is the largest of its kind in that harbor, having a capacity of 10,000 bushels of grain an hour. It is equipped with electric lights and the highest grade of pumping and auxiliary machinery. The towers are 70 feet above deck, thus making it possible rapidly to load to any modern freight steamship. The length over all is 98 feet 6 inches.

The custom in Philadelphia is for the railroads to deliver grain direct to the line steamships. This lighterage is performed free of charge to the shipper, although the aggregate expense to the railroad in the course of a year is large, the total exports from Philadelphia handled by the Pennsylvania having been 13,000,000 bushels, of which 7,800,000 were lightered.

To handle these shipments the Pennsylvania Railroad now supplies two water-front elevators with a combined capacity of 1,200,000 bushels, five barges—two of which have been added recently—with a combined capacity of 140,000 bushels, and two floating elevators. In addition a dryer is provided at the Keystone Elevator—the only one supplied by a railroad in Philadelphia. Grain to be treated in the dryer is hauled between the export elevators and the Keystone Elevator free of charge. This is practically the same thing as having a dryer situated at the export elevators and at the same time enables the local grain dealers to use it.

WHEAT MOVEMENT.

The wheat movement out of the Northwest has been unprecedentedly large since the new crop came from the thrashers. At Duluth the September receipts were 15,674,000 bushels, which with nearly 7,000,000 bushels of other grains (19,371 cars) constitutes a new record for that market.

At Minneapolis 23,765 cars of grain were handled during the same month, making a new record there, the highest previous total having been 21,102 cars in September, 1905. The biggest single day's work was on September 22 when 1,790 cars were handled. The receipts included 17,115,440 bushels of wheat, 5,733,560 bushels of barley and 2,622,990 bushels of oats.

The Indians on the Swinomish reservation opposite La Conner, Wash., raised an oat crop of 4,300 sacks this season and the agent negotiated a sale for them at \$26.50 per ton.

The Vaughn & Brackett Co. of Minneapolis have purchased the Babcock Elevator at Le Seuer, Minn. The elevator will be closed pending the settlement of Mr. Babcock's affairs.

The grain dealers of eastern Oklahoma, or old Indian Territory, met in Tulsa on September 26 to organize a local association that will eventually be merged with the Oklahoma Grain Dealers' Association.

A NEW ELEVATOR AT LITHIA, N. D.

A large number of elevators has been built in the Northwest this season to handle the abundant crops which the soil produces, and one of these modern grain houses is shown in our illustration. It is located at Lithia, N. D., is owned by the National Elevator Co. and was built for them by T. E. Ibberson, elevator builder of Minneapolis.

The elevator rests on a ground space of 30x33 feet and has a capacity of 30,000 bushels. It is of frame construction with cribbing extending to a height of 40 feet to the eaves with additional five feet to the center of the building.

It is built on modern lines for the economical handling of grain with double stand of rope drive, Sidney Passenger Lift, and one stand of elevator legs equipped with Gerber Distributing Spout with telescope throat on head. A large sized grain pit has a capacity of 200 bushels and the

has relieved the kitchen help on the farm of a mighty weight.

The passing of the "canary" removes a picturesque figure from the counties named and the market towns, Mattoon, Arcola and Charleston, where, with his turkey-red bandana around his neck as his chief distinguishing feature, they would gather on Sunday afternoon by the hundreds in each town to amuse themselves until nightfall, when their employers would come after them with wagons and take them into the country for another week's grind. This would be repeated Sunday after Sunday to the end of the season, which lasted for several weeks.

The broom corn cutter came to Illinois from various portions of the country. Pennsylvania, Kentucky, Tennessee, Ohio and Indiana were the principal states furnishing this kind of help. He was an easy mark for the gamblers, and the Knights of the Green Cloth of Terre Haute and



PREMISES OF THE NATIONAL ELEVATOR CO., LITHIA, N. D.

scale equipment consists of 6-ton Fairbanks Dump Scale and 60-bushel Fairbanks Hopper Scale. Power is furnished by an 8-horse Fairbanks Gasoline Engine.

The engine and office are iron clad and a steel shipping spout runs directly from the head of elevator to the car.

The National Elevator Co. has a number of elevators in the Northwest, but have no more modern house than the one at Lithia.

BROOM CORN PASSING.

The growing of broom corn in Coles County, Ill., of which Charleston was the chief market, is coming to an end. No reason appears for this abandonment of a crop that once was a very profitable one in Coles, Edgar and Douglas Counties, except, perhaps, the passing of the "cutter," the "canary," as he was technically named, who has moved westward into western Kansas, where in the last few years the bulk of the broom corn brush has been grown.

Broom corn culture represented an immense amount of unavoidable toil at every stage of the process. It was not only the hardest work of the whole year for the men, but it was deadly drudgery for the women folk, and it is greatly due to them that the former has supplanted his broom corn with Indian corn and wheat, both of which are far easier to handle, and the change

other places would flock to the towns in broom corn season. They would dress like cutters and work in the fields with them, but on Saturday nights and all day Sunday poker games would be framed for the cutters and by Monday morning the "canaries" would be "broke." It is said that one gambler of Terre Haute, known as a "short horn," had followed the broom corn cutters so often and had made such enormous winnings that he was able to purchase one of the best homes in that city several years ago.

OAT CROP IN BOHEMIA.

Consul Charles B. Harris of Reichenberg furnishes the following report on the lands, acreage and product of the oat crop in Bohemia:

"Bohemia in 1907 planted 1,170,524 acres in oats, producing a crop of 42,975,834 bushels, the average yield being 36.7 bushels per acre. The largest crops and best quality are raised in the mountainous district, where the soil is heavy, mixed with gravel, and where a small amount of wheat and rye is raised. Cultivation, harvesting and thrashing are done by hand, the scythe and flail being conspicuous. In the low land, however, a limited amount of machinery is used. Of the varieties raised, the most important and best is the variety known as the Boehmerwald mountain oats, raised in the mountains from 2,100 to 2,700 feet above sea level."

Send us the grain news from your neighborhood.

THE GRAIN DEALERS' NATIONAL ASSOCIATION

Complete Stenographic Report of the Proceedings of the 12th Annual Convention at St. Louis—Addresses by Mayor Wells, Hon. David R. Francis, President Devoy, President Sager, President Reynolds, etc.

The twelfth annual meeting of the Grain Dealers' National Association was held at the Southern Hotel, St. Louis, Mo., on Oct. 15, 16 and 17, 1908, under the presidency of A. E. Reynolds, Crawfordsville, Ind. The following is the official stenographic report of proceedings:

FIRST DAY—MORNING SESSION—OCTOBER 15.

The convention hall was elaborately and appropriately decorated. The national colors were displayed in festoons profusely about the hall, while all about the room were sheaves of grain, the speakers stand being decorated with American Beauty roses.

Shortly after 10 o'clock President Reynolds called the convention to order and introduced Rev. Harris H. Gregg, pastor of the Washington and Compton Avenue Presbyterian Church, who opened the convention with prayer, as follows:

Our Father, we thank Thee for this beautiful day, for the gathering, and opening meeting of this convention. We ask Thee that Thou wilt bless with Thy wisdom and presence this body of men; that they may desire and have for themselves that peace that comes from righteousness.

We thank Thee for Him who said that He came unto this world to be a grain of wheat that falleth into the ground to bring forth fruit for our eternal blessing.

We pray that we may remember Him as the standard of truth, the standard of righteousness, the standard of life.

We pray Thee, blessed Saviour, that Thou wilt guard these men with truth and righteousness and will bless our land and keep them under Thy favor.

We ask in Thy name. Amen.

ADDRESS OF WELCOME BY MAYOR WELLS.

President Reynolds next introduced Hon. Rolla Wells, mayor of St. Louis, who welcomed the delegates as follows:

Mr. President, Ladies and Gentlemen:—When I bade good-by to my wife this morning I told her that I felt like a schoolboy going to school without knowing his lesson.

I am before you to-day, you who are engaged in the business of the handling of grain and other products of this country, feeling very ignorant on that subject. I do not know of anything that I can say that would be of interest or advantage to you. It is true that some twenty-five years ago I was engaged in a business that necessitated the purchasing of a large amount of grain and hay, being superintendent of a horsecar line in the city of St. Louis; and as I am now speaking I look upon the most genial and kindly face of Mr. Morgan, secretary of the Merchants' Exchange at that time (applause), and still secretary of the Merchants' Exchange of the city of St. Louis, and forever the secretary of the Merchants' Exchange, as long as he doth live (applause).

St. Louis, as you all doubtless are aware, is well located as a business center. I do not know of any point where the handling of the products of this country can be more expeditiously done than here. I have recently been engaged as a member of a commission that has had the adjustment of railway rates; and on that commission was a representative of the Merchants' Exchange to whom above all others we are indebted for most efficient results. That commission has saved the shippers of this city no less than two million dollars a year by what is known as the abolition of an arbitrary.

We are now engaged in trying to have the physical facilities of our terminal enlarged. The railway companies operating at their own expense have acquired a large amount of land which they desire to utilize for the purpose of putting in additional tracks. Of course, in a city such as this you cannot find a large tract of land that can be utilized unless permission be granted to cross the public highways. In order to get that right it is necessary to have a law enacted by what we call the Municipal Assembly.

I do not know how it is in other large communities. I have been told that most of them are ambitious to increase their methods and means of doing business, in order that the community may be made more prosperous, and in that spirit they advocate and invite improvements such as I am now speaking of; namely, the increase of the ability to transact the business of the city through increasing the tonnage brought in and taken out.

I am sorry to say that we of St. Louis, for some reason or other, are not imbued with that spirit of progress. There seems to be a disposition here to hold back and to prevent this community advancing its ability to bring in more tonnage or freight and to send out more. I do not know why that is unless it is that those who are actually employed in the city in thus holding back and preventing necessary advancements are those that are not directly or even indirectly engaged in the handling of one single pound of freight.

We, day after day and week after week, see much

be as pleasant as it will be to those who have the honor of entertaining you.

St. Louis has had changes in fortune and history unusual to cities of this country. Years ago it was under the dominion of three flags, and has passed in peaceful transition from Spanish to French and from French to American sovereignty. Located on the border between the North and South and the East and West, its people are drawn from and are representative of every section of the United States; indeed, they have come from every quarter of the world. From whatever section of this land they may have come, or from whatever land beyond our border, they unite in extending to you a most cordial welcome. The freedom of the city is yours; the hospitality of its people is at your command. (Applause.)

President Reynolds: When the time arrived for the board of directors to select the place of holding this convention, they had under consideration invitations from various cities, but no particular invitation from the city of St. Louis. Experience, however, had taught those versed in the affairs of this Association that sometimes pressing invitations when accepted have resulted in such a fervor of enthusiasm for entertaining you as detracts largely from the work of the Association. Further, we decided to come to St. Louis of our own accord. If we had accepted the most cordial invitation from the St. Louis Merchants' Exchange, instead of coming practically without their invitation, we could not have been more cordially received nor preparations more elaborate effected than has been the case here. We are led to believe that the Merchants' Exchange of St. Louis can do things; and, Mr. Mayor, if you have anything for them to do, I feel certain that your confidence will not be misplaced if you put it in to them; they certainly will do it, as they have demonstrated to us they can do things.

ADDRESS OF WELCOME BY PRESIDENT DEVOY.

You will now hear an address of welcome on behalf of the St. Louis Merchants' Exchange by its president, Mr. Edward Devoy.

Mr. President, Mr. Mayor, Ladies and Gentlemen Delegates:—I desire first to express my thanks to your president for the nice things he has said about our Exchange and its members. It is certainly very gratifying indeed to be able to listen to such remarks before such a representative body as this.

I can assure him, however, that his admonition to our mayor to call upon the Merchants' Exchange for any assistance that may be needed in matters of legislation looking to the business interests of this city shall not be made in vain. We have always taken pride in steering absolutely clear of politics, but we have always felt that we should jump into the middle of a fight when it is made for the commercial interests of the city. (Applause.)

The mayor, having told you about the terminal conditions of this city, will, I am sure, be gratified to hear the statement publicly made that the last meeting of our board the president of our Exchange was authorized to appoint a committee to assist him in a measure which has been the result of long study by a commission appointed by his Honor, and which will relieve the situation here to such an extent that after it is accomplished we sincerely trust that neither the shippers or producers of grain or anyone interested in the movement of freight generally will have any cause of complaint against the city of St. Louis. (Applause.)

Mr. President, the members of the Merchants' Exchange feel highly honored that this National Association should select St. Louis to be the scene of this convention. We are interested in all of the questions that will come before this body. We have here representatives of that great body of men who represent not only the producer of grain, but who are the middlemen between the producer, the manufacturer and the consumer; and very often they find themselves confronted by questions that place them in the position that the grain they sell is sometimes placed; they find themselves between the upper and the nether millstone, the producer and the consumer. Therefore it is but natural that you should assemble together to confer with each other and to interchange ideas and experiences the result of which will be better for you individually as traders, and better for the pub-



A. E. REYNOLDS, CRAWFORDSVILLE, INDIANA,
President Grain Dealers' National Association.

space given in the daily press to lawyers and doctors, real estate agents and real estate owners, protesting and trying to dictate as to what shall and what shall not be concerning the handling of merchandise over two parallel lines of steel used for the transporting of railway cars hauled by locomotives.

Now it seems to me that the business men of this city, those who are actually engaged in the handling of freight, should wake up and should say to the newspapers of this city and to the legislative executive body, including the mayor, that we want all those things done that are necessary and proper to be done to increase the business interests of this city and enlarge its terminal facilities. (Applause.) I believe that the time has come when the business interests will assert themselves, and I know of no more aggressive body, none more potent or with a better qualified membership to take the lead in this most important subject than the officials and the members of the Merchants' Exchange of the city of St. Louis. I hope they will take up this question and put it through. (Applause.)

Gentlemen, when I arose here to address you this morning I had no idea that I would drift into this character of talk, which probably is not opportune or proper under the circumstances, you being strangers to our city; but I have done so under the impulse of the moment and you must pardon me if I have transgressed in any way.

You asked me, Mr. President, to welcome your honored guests to the city of St. Louis, and as mayor of this city I take pleasure in tendering to you, Mr. President and ladies and gentlemen, a cordial welcome. We desire that your visit with us will

lic. because all of such reforms invariably find their way to the benefit of the public at large. St. Louis, as you know, is the third primary grain mart of this country. I believe last year we handled about 86,000,000 bushels of grain. Our in and out bound freight amounted to about 48,000,000 tons. Therefore the question of transportation, not only of grain but of other products, is one of great importance to



HON. ROLLA WELLS.
Mayor of the City of St. Louis.

our city and particularly to the Merchants' Exchange, which is the representative body of our citizens. We are doing our share in this work.

We also recognize the fact that in order to handle the tremendous tonnage that is produced in this great Mississippi Valley other ways must be sought in the future to relieve the great pressure upon the railways and to prevent a recurrence of the congestion from which we suffered a few years ago. To this end our Exchange is and has been making a strong endeavor for years, continually hammering at the Government and demanding that our waterways be put in such condition that the result will be the cheapening not only of grain, but all other freight that is produced in this great valley, the greater portion of which is used to feed not only the people of our valley, but is shipped to all foreign ports and is consumed there; and if the result of this endeavor will cheapen freight rates to such an extent as to increase our exports it will not only be beneficial to the farmer who raises the grain and to the miller who grinds it, but particularly so to the man who handles it. (Applause.)

The members of the Merchants' Exchange in St. Louis, through me, extend to you a cordial invitation to visit the floor and to partake of all of the privileges which any of its members may enjoy; in other words, we want you to feel that you are among friends. We want you to make yourselves at home and to feel that your interests and ours are identical.

We hope that your convention will be a success and that the result of its deliberations will be beneficial not only to you as dealers and traders, but to the whole country. We hope that while you are here you will enjoy to the full the program laid out for your entertainment by the respective committees and that your visit to our city will remain a pleasant memory after you return to your homes. (Applause.)

RESPONSE TO THE ADDRESSES OF WELCOME.

President Reynolds: If the Grain Dealers' National Association had nothing to do but to deal with grain where it was produced, if we felt that that was the only field that we covered, if we did not have somebody in the East and elsewhere to help us get rid of the enormous product of this Mississippi Valley, we might have some trouble. Therefore, this Association would like to hear from the consuming end of the country as well as the producing end, and we are glad to have with us Mr. C. C. Ramey of New York, who will respond to these addresses of welcome (applause).

Mr. Ramey responded as follows:

Mr. Mayor and Mr. President of the St. Louis Merchants' Exchange:—In behalf of the Grain Dealers' National Association permit me to thank you for the splendid welcome you have extended to us. From its earliest days St. Louis, now the metropolis of the trans-Mississippi country, has been noted for its courtesy and its unflinching hospitality to its visitors. More than a century ago, when it was but a small settlement within a stockade, chivalry was the rule, and the stranger who visited within its gates remembered ever afterward his sojourn with the most pleasurable of his recollections. The hospitality of the citizens of St. Louis was never better manifested than when, during the Exposition four years ago, at the suggestion of one of your most illustrious and popular citizens, so many of them gave up their private homes for the entertainment of the vast number of people who flocked here during that great occasion.

In speaking of the St. Louis Exposition, I am re-

mindful of an incident which is said to have happened here at that time. A certain colored gentleman, Mr. Rastus Brown, was entertaining at dinner some of his friends, who had come here from Virginia to witness the wonders of the Exposition. Fried chicken was the principal dish served at the table. Addressing one of his guests, Rastus said: "Mis' Johnson, what part of de fowl is your most favorite?" She replied: "I'se not ve'y particular, Mr. Brown, but you may just gib me de leg." "Ve'y well," replied Rastus. "I'se most happy to serve you with de leg." Turning to another guest, he asked: "Mis' Washington, which part can I have de pleasure of serving you with?" Miss Washington replied: "Ef you don't mind, Mr. Brown, I'll take de leg." "Certainly, ma'am," said Rastus, "here's de leg for you, Mis' Washington; and I think you'll find dat is one of de best you's ever et." Again he asked another guest: "Mis' Harris, and what part of de bird do you prefer?" She replied with a winning smile: "Why, Mr. Brown, you can just help me to a leg." Notwithstanding his politeness, this was a trifle too much for Rastus, and looking at her fixedly, with his carving knife and fork raised in the air, he said: "I should be on'y mos' glad, Mis' Harris, but what does you suppose I's carvin' here—spiders?"

Those of our members who visited St. Louis during the Exposition remember what an enjoyable time we had. I was in Chicago with a friend of mine from New York, and the day before we left there for St. Louis we wired the Southern Hotel to reserve for us two rooms and a bath. When we arrived here on a certain Wednesday morning in October, we at once went to the hotel, registered, and reminded the clerk that we had wired for rooms and bath. He looked us over with a quiet smile, and said: "Oh, yes, gentlemen, we received your wire and about seventy-five other similar requests at about the same time. Onr hotel, however, is a trifle overcrowded. There are



EDWARD DEVOY,
President of the St. Louis Merchants' Exchange.

only about sixty ahead of you, but I think we can fix you up some time to-day with a room, and the bath you'll get about next Tuesday." And he meant it, too. We had heard, however, about the fine accommodations some of our friends had had in private houses; so after a short search, and no trouble, we were finally lodged in a magnificent house on Washington Avenue, within easy distance of the grounds, where we were most hospitably treated, without being in the least overcharged.

Who does not remember with pleasure and great satisfaction the wonders of that Exposition? The beauty of the grounds, the magnificence of the buildings, the splendor of the electric cascades and the confusion of the "Pike," with its endless clatter, were all indelibly impressed on every visitor, while the Tyrolean Alps, with its fine restaurant and its excellent orchestra, was the solace and joy of the many who patronized that famous resort.

The wisdom of St. Louis was also shown by the way in which the Exposition affected it. There was no great real estate boom immediately preceding and during that period, such as has been experienced by some other exposition cities, and which afterward ended rather disastrously; but after it closed, a healthy boom set in, which grew rapidly and which is still in continuance. Moreover, with its vast manufacturing interests, its perfect system of street railways, its optimistic citizenship and its unlimited possibilities for the extension of its era, this city has a future at once enviable and assured.

The late Senator Ingalls once said of Kansas, that it was too wet for agriculture and too dry for navigation. That was some years ago, and while the latter part of his statement is still as true as it was when he made it, the former part has been utterly disproved, as it ranks first in wheat and third in corn; and the greater part of its grain, as well as the greater part of the grain of the whole Southwest, finds an outlet through St. Louis, forming no inconsiderable part of its shipments.

George Ade, when asked by a young lady if it were not true that a great many bright men and women come from Indiana, replied: "Yes, and the brighter they are, the quicker they come." Now, if Ade had been from St. Louis, and had been asked the same

questions about it, he would have replied: "Yes, and the brighter they are, the quicker they return." This municipality is also to be congratulated upon and to be envied for the quality of its citizenship. Clear-headed, brainy, conservative men in other branches of business, as well as in the grain business, have made the prestige of St. Louis felt all over this country, and it is our proud privilege to render to it and to them our tribute of respect and admiration.

I would like to say a word here about the Grain Dealers' National Association. Formed, as the preamble to its Constitution states, for the object of the advancement and protection of the common interests of those engaged in the grain business, the formulation of rules for the transaction of business, and the promotion of friendly relations among the grain men of this country, it has already accomplished a wonderful amount of good, in the bringing about of a better understanding among the members by reason of more intimate personal acquaintance. It is the great American farmer's most valued adjunct because its members find the market for his grain.

Let me briefly endeavor to show what this means if one will stop to consider the vast area used in the United States to produce the great cereal trinity, wheat, corn and oats. Our wheat field would blanket Portugal and Siberia; our corn field is a trifle short of one hundred million acres—that is, equal in size to the German Empire—and our growing oats wave over a space equal to all the Central American Republics.

It is our part in the workings of the world as it is to-day to handle and distribute annually this great grain crop. We endeavor to do so in a manner which will result in the greatest good to the greatest number. This can best be accomplished by concentrated effort and that is one of the primary ideas of the organization.

It may be of passing interest to remark that the American farms, all crops considered, last year returned seven and one-half billions of dollars, and to-day are valued at twenty-eight and one-half billions. And it is my opinion that this and kindred organizations have done much toward placing the farmers where they are to-day, regarded as rapidly becoming the most prosperous class of the nation.

Not the least of the Association's accomplishments is the opportunity it has afforded for the sensible discussion of great questions. The eternal principles of common sense are plain and easily understood. Their application reduces seemingly complex situations to understandable ones. What we desire is to have our laws and rules expressed in plain terms and to have them executed promptly, fearlessly and without discrimination. The interest of one must be the interest of all. The adjustment of new and greater responsibilities is rapidly developing a broader and more tolerant spirit, and we are more and more thinking and acting nationally, not sectionally, and for the benefit of all the people, not some of the people.

It is evident that we now approach great questions, not only with greater breadth of view, but in better temper, that is, with more tolerance for the other point of view. Difficulties that were formerly thought insurmountable have now been solved; equality of right is now enjoyed by all upon the highways of commerce, fully insured and guaranteed by law; and arbitration is steadily gaining in popularity as the most satisfactory method for the settlement of disputes.

We may hope to realize the dignity, the privilege and the power that belongs to a great association.



C. C. RAMEY, NEW YORK.

These things carry with them a great trust which may we be able worthily to discharge.

Again, gentlemen, we express to you our great appreciation of the magnificent welcome which you have given us to your beautiful city.

First Vice-President A. G. Tyng of Peoria, Ill., now took the chair.

Vice-President Tyng: Gentlemen of the Grain Dealers' National Association, last year's work of this Association is possibly the most successful

in our history, and that fact is due largely to the ability, energy and good judgment of our

executive officer whom I have now the honor to present to you, President A. E. Reynolds.

PRESIDENT'S ANNUAL ADDRESS.

By A. E. Reynolds.

President Reynolds: Ladies and gentlemen, my paper is somewhat in review of the work done not only last year, but during the lifetime of this Association. I want to apologize to you for being obliged to read from manuscript. The press of other matters has been such that I was not able to prepare a speech, and, therefore, I will be somewhat of a slave to a written document. There were matters that needed such careful wording that I did not feel able to permit myself to speak of on the spur of the moment, fearing that I might make some statement that would be hard to verify or might be fruitful of trouble hereafter. Therefore, you will please allow me to read what I have to say.

President Reynolds then proceeded with his manuscript, as follows:

Members of the Grain Dealers' National Association and Friends: Another year has rolled around and again we are assembled in annual convention. This is the twelfth time we have thus met, but how different this meeting from some of the earlier meetings. Instead of a few half-discouraged yet determined men, we to-day have a large body of earnest, enthusiastic workers. This assemblage is an eloquent indorsement of the efficiency of the National Association. It must have done something in the past to merit your continued support for twelve years; it must be doing something now or you would not be here today. To you it must stand for something in the future, or else we would not have the assurance of your hearty support from year to year.

It might be possible to account for a few annual meetings of interest on the ground of idle curiosity. Hope that the Association might do something to entitle it to your support might hold it together for a few years; but neither curiosity nor hope, nor both of them, could account for your continued support for twelve years. The accomplishments of the past twelve years is the record on which we stand to-day. Such men as are here assembled are not the kind to fritter away their time and means chasing idle fancies. You are busy men; men of affairs, engaged in one of the most strenuous, exacting, nerve-taxing commercial enterprises of the age. Of all busy men of earth, the grain men as a class are the busiest. Therefore your presence here means something. To you it means a great sacrifice of time and means; to this Association it means continued success; to your officers it means great encouragement.

"In spite of all of this manifestation of interest in this Association, there still are those, and many of them, who ask: 'What does the Grain Dealers' National Association stand for, and what has it done?' What has it done? Ye gods—what has it not done? It has never yet subscribed to or tolerated dishonesty; has never met an enemy of the square deal which was too prominent or too powerful for it to attack; it has never yet faced a task too great; it has never yet found a problem too abstruse for solution, if that solution was for the betterment and upbuilding of the grain trade. It has always stood ready to throw its united strength into the conflict where single hands could not successfully combat the enemy. Like the gladiator of old, 'For twelve long years has it stood in the public arena,' daring to bare its arm of might in defense of our rights; and yet there are those who ask, 'What has it done?' Are we to wonder at this? Not at all. The tendency of the human mind is to be passive. There still live people in this God's favored country of freedom who do not appreciate the heritage of liberty bequeathed to them. There are those who breathe this free air and enjoy the freedom of unrestricted pursuit of happiness, who say that government by the people and for the people is a failure. So with many grain dealers; they are willing to go along in a way which has been laid out for them by others; their ambition, or lack of it, does not lead them to strive for better things; they sum it all up in one expression, 'What's the use?' They are contented to be 'drawers of water and hewers of stone.'

To him who in his own selfish complacency is content to sit quietly down and take matters shaped ready to his own hand; who cares not for better things; whose ambition leads him to desire nothing better than that which he enjoys; who sees nothing better than imitation in the world; who, being a creature of circumstances, cares not to break the narrow confine of his present limitation; who, in short, is satisfied to be a parasite, leeching from the active, healthy, progressing trade a mere existence—to such the Grain Dealers' National Association stands for but little. To his manner of thinking it has done nothing to better the condition of the trade; it is not worthy of support.

To the grouchy and chronic kicker who imagines that the whole trade is dishonest; who thinks that everybody is trying to take advantage of him; who is so narrow, sordid, selfish, contrary and crooked that he cannot appreciate a square deal when it is meted out to him—to such an individual it means a combination to down him. If he has happened to join the Association for the purpose of taking advantage of the arbitration and has had a case decided against him, he has forthwith resigned from the

Association. Mingling with honest, energetic men who have a high ideal of business ethics becomes very distasteful to such men. This Association is better off with them out of it. (Applause.)

To whom does this Association stand for something? I will tell you. If you are a live, up-to-date, moving, throbbing, go-ahead individual engaged in the grain trade, then it stands for something to you. If you are striving to do something and be something in this, the greatest commercial enterprise that the world has ever known, then it will help you. If you are in favor of continuing the fight long waged against old, antiquated, dishonest methods of doing business, then your place is in this Association. If you desire to eradicate from the trade all sharp practices, establishing in their stead honest methods, then come with us. If you want to join the ranks of the boys who are fighting the battles for the weak as well as the strong, enlist now in its service. If you are in any way dissatisfied with the trade methods employed anywhere in the grain business, you can help to correct this by calling to your assistance the National Association. If you are a progressive, patriotic American citizen, engaged in the grain trade, you cannot afford to be outside.

When this Association was formed twelve years ago the grain trade was in a deplorable condition. No trade rules; few exchanges which controlled the weighing of grain; inspection departments even far less classified and uniform than now; no methods of arbitration; no use for the shipper to enter protest of any kind whatever; no chance for a hearing of complaints; no classified system of rates; no wholesome regard for fulfillment of contracts; no recognition of the honest man in preference to the dishonest. In short, twelve years ago the grain business of this country was wholly disorganized, no system prevailed. Sharp practice was the rule. Unreasonable and unfair methods were more prevalent than straight, honest methods. It was a conglomerate, chaotic, confused state of affairs throughout, in which the generality was striving each for himself and "the devil catch the hindmost." Contracts were so cunningly devised and worded that it required a lawyer to decipher them. Bidders were practically safe to bid more for grain than markets would warrant, then get out with a handsome profit through sharp practice or through connivance with railroads or the manipulation of off-grades. The sharp, shrewd, unprincipled dealer, like the beast of prey, was ready to pounce upon the unsuspecting, innocent or unprotected dealer and devour him without mercy. The larger dealers throttled the smaller by paying excessive prices and then induced the railroads to help them out by rebates. The small dealer was crushed at will by the railroads refusing cars for transportation. Complaints of loss in transit, short weights and bad grading were treated passively or wholly ignored alike by railroads and commercial exchanges. Overdrafts, plugging of cars, totally ignoring contracts was the rule with the country shipper rather than the exception. I could continue ad infinitum to enumerate the evils existing before this Association began its career of reform. You know what the evils were as well as I do.

Just think a moment and compare the state of affairs now with what it was a decade since. Can you for a moment imagine our going back to these chaotic days of old? Back to a state of disorganization? Back to the condition where sharp practice ruled? Back to a time when we had no trade journals to espouse our cause? Back, back, back, into the dim and chaotic past where confusion reigned supreme?

When we survey the depths from which we have emerged, we might almost imagine that we had reached perfection. No, we have only just touched the prominent points. There is much more to be accomplished. We are just beginning to grow, just alive to the fact that the grain trade as a whole is much larger than any individual. The work we have done is commendable in the highest terms. The result of our labors has enhanced the value of the farm products by untold millions of dollars. The margin of profit demanded in past years by country dealers who bought from the farmer was from four to six cents per bushel, and he did not make too much then. To-day he can make more money, and do it on a basis of two to three cents margin, than in olden times at four to six cents. This has been brought about through improved methods of handling, more equitable and stable rates of transportation, less loss in transit, better methods for handling and marketing the off-grades, improved facilities in great commercial centers, and, above all, through the introduction of square deal methods.

The rate for carrying grain from the Mississippi Valley to Seaboard is lower now with corn at 75, oats at 50 and wheat at 90 cents per bushel than it was ten years ago with these commodities at half their present value. The commission for handling, elevator charges and charges of all kinds are no higher, and in most cases lower, than they have been. This, in the face of the general tendency of the past few years to advance everything. Who has benefited by the labors of the Grain Dealers' National Association? The American farmer, the American grain dealer, American commerce, the consumer wherever he may be found. If you have done nothing for the

Grain Dealers' Association, then you have not fulfilled your duty as a grain dealer. You have been a reaper who has sowed not, a receiver and not a giver of benefits.

The arbitration department of the Association is worth more to the American grain trade than the entire cost of maintaining this Association. To be able at the trifling cost of \$10 to have difference of opinion between members submitted to the judgment of three disinterested compeers, fellow dealers, who can review the entire case and come to an impartial decision, is of untold value to the trade. No other branch of our work has been more efficient than this. Men of broad experience, of unquestioned ability and honesty have been at the service of our members, and for that matter nonmembers also. The rulings of our arbitration committee would make a volume worthy of a place on the desk of every American grain dealer. It would set forth rulings and opinions worthy of the attention of the most learned lawyer. I doubt if the records of any court in this broad land passing on matters of fact and equity can show sounder reasoning or more deliberate consideration of facts at issue. Its decisions have been sought by courts of justice; they are broad, sound and just. I have yet to read a decision made by our committees wherein I could see one single "jot or tittle" of unsound reasoning. Not a single question of doubt could possibly arise in the mind of an impartial judge. I believe that in absolutely every decision made by this committee absolute justice has been meted out. I believe this committee is able to deal with the questions arising, and does deal with them, in a more intelligent, comprehensive and masterly way than could be done by the most learned judge. This is true on account of there being so many intricate problems arising which have nothing to do with law pure and simple—intricacies in contracts, idioms in the language used, common usage of the business, customs that are as much a part of law between grain dealers as any principle of real law expounded by Blackstone. I am not in command of language strong enough to commend to you the great and growing importance of the arbitration idea.

I desire here and now to thank the committee who has so diligently, earnestly and efficiently performed its duty during my administration. They have done more than any other one element to advance the prosperity of the Association. Messrs. Grimes, Wasmuth and Miles do not claim to be judges of law, but better judges of facts, equity and a square deal never graced a judge's bench. I hope the arbitration committee will be more fully recognized and more liberally patronized, although their labors have been arduous. I recommend to your consideration the advisability of a larger committee, which can be divided into sub-committees so as to distribute the burdens now imposed on the committee of three.

From the very organization of this Association there was a conflict on with the railroads. In the mighty rush of building these railroads and developing them to meet the rapidly increasing demands made upon them, more attention had been given to this task than to the study of the rights and just demands of the people. No branch of commerce has suffered more from this neglect than the grain business. This was particularly true of the business in the rural districts and non-competitive territory. All sorts of arrogance, independence and disregard for the welfare of the people had crept into the management of the railroads—unjust and discriminating rates; delays in transits, in many cases such delays that grain would spoil while en route. For this the shipper seemed to have no recourse. It was unsafe to make contracts for the delivery of grain at any stated time. Cars were furnished or withheld at will, switching of cars from one line to another was refused at the caprice of the roads. These abuses were too numerous to mention. Against all such irregularities and abuses the National Association has waged a continual warfare. The old generation of tyrannical railroad managers and operators has passed away; in their stead has come a set of wide-awake, broad-minded, fair business men. (Applause.) In this transformation no factor has been more potent than this Association.

To meet the rapid increase of business and keep abreast of the reform movements has taxed the railroad to the utmost. While we have been relentless and untiring in our warfare for these reforms, we have at all times tempered our just demands with merciful policies. The grain men have never asked the railroads for unjust reforms. Our demands have always been reasonable. We have no enmity toward the railroad companies. They are our best friends, and we are theirs. Recent negotiations with the railroads on the bill of lading and demurrage matters has exhibited a willingness on their part to treat with us on all subjects in controversy. This disposition has been growing. This manifested disposition on the part of the railroads has led me to believe that we are passing from a belligerent era with the railroads to one of peace—an era when the companies will seek to confer with the shippers and arrive at a reasonable and satisfactory settlement of disputed questions.

As a fighter the Grain Dealers' National Association never gave quarter; as a victor it can afford to be generous in its dealings with the vanquished. I do not advocate slackening our vigilance in a single degree. We should guard with jealous care the shipper's interest; but I do counsel fair treatment of the transportation companies. I believe the railroads are now striving to give the people a square deal. I favor fair remunerative rates, such rates as will make the railroad securities inviting investments, to the end that we may have built more and better roads, which would be in the end of the greatest and most lasting benefit to our country.

The bill of lading recently recommended by the

Interstate Commerce Commission does not meet my approval. It is not fair to the shipper. I have not time to take it up in detail. I hope a committee will be appointed early in this session to whom all complaints on the subject can be made. This committee to receive recommendations and report before final adjournment on a bill of lading which would be satisfactory to the grain trade.

Very great attention has been given to legislation by this Association and its affiliated state associations. This attention has extended alike to state legislatures and to the national Congress. Our interests should be carefully guarded in every state legislature and in the Congress the coming winter. A very innocent appearing piece of legislation often does untold harm.

The proposition to turn over the inspection of grain to the federal Government has received very careful attention. A strong lobby was maintained in Washington last session. For the time being all action has been deferred. The personal opinion of anyone on this subject amounts to but little. I recommend to this meeting careful consideration of the subject. The greatest confusion on this subject has arisen from confounding Government inspection with uniform grading. Government inspection does naturally imply uniformity, but uniformity may be obtained without this drastic measure. There is a general and almost universal demand for uniform grades of grain throughout the country. This subject will be very ably handled at this meeting by the Chief Inspectors' National Association. I recommend a careful consideration of the whole matter. You cannot afford to adjourn this convention without coming to some very definite conclusion on this important subject. I trust that when we adjourn this convention the National Association will have adopted a platform relative to the inspection question on which every member will stand loyally, and that we can as a unit press forward to a successful and amicable solution of this perplexing problem. The national Congress is of the opinion that something is wrong in the grain trade, and, as expressed to us at our last convention in Cincinnati by Senator Foraker, if we will show them what we want, they stand ready to do what we ask them to do. In common parlance, it is "up to" the grain trade to show the Congress what we want or to convince them that we are all right and need nothing. (Applause.)

By action of the board of directors during the past year the dues were raised to \$15. I am very glad to report that this met with hearty approval from almost every source. I wish that it was possible by common accord to make the dues \$25. Gentlemen, it is all a matter of money. If this Association had at its disposal \$15,000 annually, it could do many times more work than it is now doing. If we could have ample means to pay traveling expenses, we could have representatives at all conventions of commercial organizations similar to this. We could have men of wide experience and ability to watch our interests and the interests of the trade at large in every state legislature and in the national Congress; we could be able to employ legal advice and assistance in all important subjects; in short, all matters of interest to the grain trade at home and abroad could be followed to their final conclusion, and great benefit would result.

I want to thank the trade journals, both eastern and western, for their ever-ready and open columns. Without our trade papers we could not prosecute the work of the Association.

The work of every committee has been done earnestly and faithfully, and I thank these gentlemen one and all for their efficient services.

I would fall short of my whole duty did I not mention the able and earnest manner in which Mr. J. F. Courcier has managed the affairs of the office of secretary. It simply could not have been handled better. The imprint of his personality is on the work at every turn. Omitting personalities, I can congratulate the Association on having its affairs managed by the very best talent in the grain trade. (Applause.)

Now, fellow dealers, what do you see in the future? We are now taxed to our utmost to care for the five billion bushels of grain annually produced; and production is in its infancy. "This soil will not withhold its corrupting abundance." The possibility of this great country within the next century is twenty billion bushels. What are we to leave to posterity that will better fit it to handle this unthinkable product? In the great sweep of business events every little adds to the great sum total of advancement. This Association has done much to improve conditions, but only a little as compared with what is necessary to be done to meet the situation confronting the generations unborn. The American farm, kissed by the sunshine of God's favor, will continue to produce, multiply and add to the sum total of our great wealth and happiness. In the great struggle to meet the emergencies of the future this Association has a part to perform. (Applause.)

[The reference to Secretary Courcier was the occasion for a particularly strong outburst of applause.]

Vice-President Tyng (in the chair): Gentlemen, we are finishing our work a little ahead of time and we feel as if we could take up some further matters that are not on the program this morning.

E. L. Rogers, Philadelphia, Pa.: I move you, Mr. Chairman, that the report of the president be referred to a committee of three to report on the recommendation contained therein before the convention closes, except as to the recommendation made by the president to the effect that a committee be appointed to act on the bill of lading question. As to that matter, sir, I move that a

committee of five be appointed by the president, including himself, to make report to this convention before its adjournment on the bill of lading question. Adopted.

First Vice-President Tyng appointed as committee on recommendations in president's address, other than the bill of lading question, E. L. Rogers, Philadelphia, Pa.; L. A. Morey, New York, and S. W. Strong, Pontiac, Ill.

President Reynolds: The idea that I had in suggesting a committee on bill of lading matter was to get it in as definite a form as could possibly be produced, and to bring it before the convention without taking up the time of the sessions in unnecessary argument. I have selected the following committee on bill of lading: W. N. Eckhardt, Chicago; Frank E. Marshall, Philadelphia; J. W. Sale, Bluffton, Ind.; J. W. McCord, Columbus, O., and Chas. England, Baltimore.

I want to say that it may possibly come to pass before the adjournment of this convention that this committee may need to be a permanent committee on the bill of lading matter. I hope that the committee will organize at once. There will be quarters assigned to them where they can hold hearings. Particularly do I recommend to

the committee to give Mr. Lincoln, who represents the Merchants' Exchange here, an audience on this subject.

SPECIAL COMMITTEES.

The chair desires to announce the appointment on the following committees:

Committees on Nominations.—E. M. Wayne, Delavan, Ill.; P. E. Goodrich, Winchester, Ind.; C. E. Groce, Circleville, O.; A. B. Bleidt, Louisville, Ky.; E. L. Rogers, Philadelphia, Pa.; M. F. Dunlap, O'Fallon, Mo.; L. W. Forbell, New York.

Auditing Committee.—Fred D. Austin, Chicago; Fred Mayer, Toledo; J. A. A. Geidel, Pittsburg.

Committee on Resolutions.—H. S. Grimes, chairman, Portsmouth, O.; Arthur Sawers, Chicago; Thomas Morrison, Kokomo, Ind.; Alfred Brandeis, Louisville, Ky.; Chas. D. Jones, Memphis, Tenn.; Harry M. Knight, Monticello, Ill.

After urging close attention and diligent and punctual attendance at all of the sessions of this convention, the chair said:

We will now hear the report of the executive committee, which will be submitted by Mr. J. W. McCord, its chairman:

REPORT OF EXECUTIVE COMMITTEE.

By J. W. McCord.

The executive committee has not been called in executive session during the year. Numerous informal conferences on matters of special importance have been held with the president and the secretary by the several members of the committee.

The address of our most worthy president has in part covered the work of your committee, and the report of the secretary will also further touch on the work that might have devolved on the executive committee had there been occasion for formal meetings during the year. On account of the frequent opportunities for informal meetings with the executive officers, your committee has constantly kept in close touch with the general work which has been handled so promptly and vigorously by the president and secretary. The matters entrusted to our care have been zealously guarded and no opportunity has been neglected for furthering the interests of the Association.

Never before in the history of the Association have matters of such vital importance confronted the Association as during the past year, and the successful achievements, the telling results, are due more to the indefatigable, strenuous and tireless efforts of President Reynolds and Secretary Courcier than to the executive committee or to the board of directors.

Year by year we see our work steadily progressing toward a higher degree of efficiency, more complete in its organization, greater in effectiveness and more powerful in its resources. Our field is unlimited; our opportunities for good work are constantly increasing. The obligations resting upon us now, the requirements for the future, inspire to still greater achievements, and we assure you that the Grain Dealers' National Association will always be found in the front ranks of association activity, equal to every emergency it may meet or seek, continuing to be the most powerful, aggressive and successful factor in promoting and securing such needed reforms in the grain trade as are demanded from time to time by the constantly changing conditions of the trade. Our strength, power, ability to execute and perform all that is needful will only be circumscribed by lack of the moral and financial support of the trade. Our experience of the past year in successfully advancing the annual dues 50 per cent proves that our members realize and appreciate the value of the work of the Association. A handsome gain in our membership also further signifies the value placed on our work by those who join our ranks, from month to month. We are well known at home and abroad. We stand before the public as the exponent of a "square deal" in every avenue and ramification of the trade.

On motion of Mr. E. L. Rogers the above report was received and placed on the minutes.

President Reynolds: Gentlemen, my policy shall be at each session to call for miscellaneous matters and suggestions. I decided on that policy because if we leave everything of a miscellaneous character to be considered under one heading at one time we may have to omit some important matters and adjourn leaving something unfinished. While we expect another report or two before we adjourn for the noon hour, if there are any matters of a miscellaneous character with regard to which you desire to offer suggestions we will entertain them now.

CONSTITUTIONAL AMENDMENT—RESIGNATIONS.

Mr. L. A. Morey, New York: I wish to bring up the matter regarding recognition of members who have had awards by our arbitration committee made against them and who under the present Constitution were allowed to resign before they settled such awards against them. I understand that an award was made against a member of this Association by our arbitration committee and the matter was taken to the board of directors and the award of the arbitration commit-

tee sustained by the board of directors. The party then in default immediately resigned and the resignation was accepted although the award then was unsettled. I do not believe that is just. I do not believe that was ever intended by the By-laws. It is provided there that a resignation shall not be accepted except from a member in good standing and the fact that an award was made against them and never settled would indicate that the party or firm was not in good standing. If it is necessary to change the By-laws of this Association so as to provide that no member against whom an award is made by the arbitration committee can resign till settlement is first made of such award, I believe it is our duty to take that action.

[At the request of Mr. Simpson, Mr. Morey went into particulars giving specific details with reference to the above matter, and reiterating the position above taken by him. His views were concurred in by Messrs. Rogers and Grimes, and it was explained that the action taken by the secretary in accepting the resignation of the member in question was in accordance with his construction of the By-laws, that the clause therein relating to a member's being in good standing referred to good standing as to payment of dues. By request the secretary read the sections of the Constitution bearing on the subject.

There was considerable discussion and it was strongly maintained that good ethics and good policy would not support a failure by any member to submit to the findings of the arbitration committee then ask the Association to receive a resignation.

Secretary Courcier stated that in all things he desired to be governed by the specific constitutional provisions and that he hesitated to take any personal responsibility beyond that, and, as in his judgment, no other course remained open, and as there was nothing to be gained by any other course so far as the financial interests involved were concerned, the resignation had been accepted by him.]

Mr. Simpson moved that the matter be referred at once to a special committee, but withdrew his motion upon the statement being made by Mr. Tyng that a considerable amendment was being prepared and would be offered that would cover the case.

On motion of Mr. J. W. McCord of Columbus, the following was adopted as an amendment to Section 8, Article IV of the by-laws, adding thereto the following:

"Providing, however, that no resignation can be accepted while arbitration is pending or while an award of the arbitration committee remains unsettled."

After some further routine announcements the convention took recess until 2:30 p. m.

FIRST DAY—AFTERNOON SESSION.

The convention met pursuant to recess, President Reynolds in the chair.

The report of the membership committee, Mr. Fred D. Austin, chairman, Chicago, Ill., was submitted and read, as follows:

To the President and Members of the Grain Dealers' National Association:

At our last annual meeting, held in Cincinnati, if you will remember, resolutions were adopted authorizing your membership committee to appoint auxiliary committees of five in each state where the Grain

Dealers' National Association was represented. In pursuance of that action, as chairman of said membership committee, I appointed these committees early in the current year, and sent to each member a personal letter notifying them of the appointment, and carefully outlining the work of the Association. Ap-



FRED. D. AUSTIN.

plication blanks and much printed matter, bearing on the work of the Association, were furnished these committees.

In this work I was very ably assisted by our worthy secretary, and I wish to take this opportunity of publicly thanking him for his kindly and efficient services in the matter.

REPORT OF SECRETARY-TREASURER.

By J. F. Courcier.

President Reynolds: Next in order will be the report of the secretary-treasurer. I hope you will pay close attention to this. After this meeting is over there will probably be a good many questions as to what has been done during the past year that need not be asked if all were here and listened carefully to this report.

The report was as follows:

I am grateful for the privilege of making this, my third annual report as secretary-treasurer of the Grain Dealers' National Association.

The year has had its uncertainties, its trying situations and its complexities; but, withal, the work has been pleasant—made so, largely, by the generously manifested disposition of all members of the official family to advance the Association both in prestige and in numerical strength.

It is not so difficult for officers of an association, such as this, to discharge their duties according to fixed rule and well-established precedent—freedom from discrimination being ordinarily a prime requisite, but when new problems, without either precedent to guide or fixed law to govern, present themselves, loyalty to principle, unselfish co-operation and unanimity of purpose and action must prevail among those who have been entrusted with the management of the organization's affairs. This we have had.

ARBITRATION.—The chairman of your committee on arbitration will report in detail the work done in that very important field of association endeavor; and I shall, therefore, not duplicate the statistics he is to give you. I feel it my duty, however, respectfully to call your attention to a condition which conduces, not to amity and the promotion of friendly relations, but to discord and to the defeat of the objects and purposes of arbitration. I refer to an occasional manifestation of a disposition, first, to question the right of the Association to insist upon the submission of differences in the absence of other acceptable means of adjustment; and, secondly, to delay the preparation of papers, and then object to being reminded that time limits have been laid down by the Rules of Arbitration, subject to extension only for good and sufficient reasons which shall, or should be, agreeable to all concerned. I do not bring this to your notice on behalf of the secretary, however well he might be pleased to have everything run along smoothly, according to rule, but on behalf of the Association, whose very life depends upon the faith its members may have in its potency as an agent to enforce compliance with the requirements of its rules and regulations.

TRADE RULES.—It is now nearly three years since the Trade Rules were adopted in their present form, and it is gratifying to know that their usefulness has become so generally recognized, and that they are constantly growing in favor.

It is impossible for me to give you an accounting of the many instances in which the Rules have directly and indirectly influenced adjustments, but those of you who have availed yourselves of their ad-

While the direct results from these committees have not been all that I had desired, I would say that these committees have done much good work for the Association by keeping our name before the grain trade in the different grain centers, and the indirect results of the work are bound to be beneficial for the Association. I thank each and every member of these committees, as well as my fellow members on the membership committee, for the valuable services rendered your chairman. I would certainly recommend that these auxiliary committees be continued.

In this connection I would also recommend, if possible, that some provision be made the coming year so that our secretary, or some officer of the Association, could visit these different grain centers in the interests of the Association. My experience has been that a personal solicitation does a hundredfold more good in interesting new members than any amount of letters and pamphlets.

The success of this Association depends largely upon the number of direct memberships we can secure, and the work of your membership committee the past year has been largely along these lines. The results show a net gain for the year of 38 direct members and affiliated members, which is gratifying to your committee, and I hope our feeble efforts will be appreciated by the Association.

The raise in the membership fee has not lost us many of our old members and, as shown by the report of your secretary, it enables us to make a better financial showing this year than last. The fee charged for membership seems small indeed in comparison with the great service being performed by this Association for the grain trade.

The reports of your secretary and of different committees already submitted show what this Association is doing for grain dealers, and it does not seem as though we were asking too much when we ask the grain dealers of the United States to give us their support and co-operation.

Give us your petitions for membership and join actively with us in this work. Let us enroll upon our membership list the name of every reputable grain dealer in this country and show to Congress and to the country at large that we are in fact the Grain Dealers' National Association, and the representative of those great grain interests.

On motion of Mr. Wayne, the report was received and placed on file, and the thanks of the convention tendered to the committee for their efficient work.

vantages can tell it to others, and based upon what has come to my notice I can earnestly recommend their universal adoption as a means to the greatest possible accomplishment in the endeavor now being made to minimize differences and eliminate disputes.

LEGISLATION.—On November 26, at the direction of President Reynolds, a letter was addressed to all the grain exchanges, railroad commissions and special departments having jurisdiction in the matter of grain inspection, requesting an expression on the proposition to call the third Uniform Grade Congress.

It was found that there was a prevailing sentiment in favor of deferring action until after the President's message had been given to the country, to determine whether or not he would recommend the passage of an act to create Federal inspection, in conformity with the rumors that had been given wide publicity. Accordingly, the matter was held in abeyance until after the publication of the President's Message, which contained the following recommendation:

"The grain-producing industry of the country, one of the most important in the United States, deserves special consideration at the hands of the Congress. Our grain is sold almost exclusively by grades. To secure satisfactory results in our home markets and to facilitate our trade abroad, these grades should approximate the highest degree of uniformity and certainty. The present diverse methods of inspection and grading throughout the country, under different laws and boards, result in confusion and lack of uniformity, destroying that confidence which is necessary for healthful trade. Complaints against the present methods have continued for years and they are growing in volume and intensity, not only in this country but abroad. I, therefore, suggest to the Congress the advisability of a national system of inspection and grading of grain entering into interstate and foreign commerce as a remedy for the present evils."

On December 9 we sent the following letter to all exchanges, state inspection departments, state grain dealers' associations, national organizations of millers, and such others as we thought might be interested:

"President Reynolds has called a meeting of the board of directors of the Grain Dealers' National Association to be held at the Claypool Hotel, Indianapolis, Ind., on the morning of December 16, at 10:30 o'clock.

"One of the important subjects to be considered will be that of Federal inspection of grain as proposed by the McCumber bill and as advocated by President Roosevelt in his Message to the Congress.

"President Reynolds directs me to invite your board to send a delegation to meet with the board of directors of the National Association and delegations from other exchanges and inspection departments to discuss the merits of the McCumber bill and to determine what the attitude of the grain trade shall be toward the proposed legislation.

"Should the conference develop a co-operative plan, it will further be the purpose to provide ways and means for carrying on the work.

"President Reynolds further directs me to say that the coming conference will not be known as a Uni-

form Grade Congress, but that it will be a conference to crystallize the sentiment of the grain trade on the subject of Federal inspection as reflected through representative organizations at interest."

In pursuance of this call sixty-six accredited delegates and possibly half that number of visitors met in conference at the Claypool Hotel, Indianapolis, Monday, December 16, 1907.

The Conference met at 10:30 o'clock a. m. and was called to order by A. E. Reynolds, president of the Grain Dealers' National Association.

President Reynolds was made permanent chairman, and after several hours of discussion the following committee on resolutions was appointed: C. B. Murray, chairman, Cincinnati, O.; H. S. Grimes, Portsmouth, O.; Ely Bernays, New York; Charles England, Baltimore; W. N. Eckhardt, Chicago; H. H. Bingham, Louisville; J. M. Brafford, Indianapolis; C. C. Miles, Peoria; H. L. Goemann, Mansfield, O.

At this juncture I will state for your information that we have on file a complete stenographic report of this Conference, which is available to all members who may wish to consult it for details.

After several substitutes had been disposed of, and after the work of the committee had been slightly changed to meet the views of the Conference, the following resolutions were adopted:

"In convention assembled, representing the grain interests of this country, we most earnestly object to the principles as expressed by the grain inspection bills now pending in Congress.

"We recommend that under the auspices of the Grain Dealers' National Association a committee be appointed to convey to the representatives in Congress the voice of the Convention thus expressed.

"We recommend further that copy of these resolutions be sent by the secretary to the President of the United States, to the Secretary of Agriculture and to the members of the Congress.

"We recommend efforts on the part of grain exchanges to secure adoption of uniform wording in rules relating to grain inspection and also as near to uniformity in practice in grading as is practicable under the varying characteristics of the sections of the country, in soil and climate."

The board of directors of the Grain Dealers' National Association was petitioned to make that resolution the policy of the Association in whatever fight it might have to make against the institution of Federal inspection, and at a meeting of the board, held at the Claypool Hotel on the evening of October 16, steps were taken to carry out the recommendations contained in the resolutions.

The following bills to provide for Federal inspection of grain were introduced to Congress: S. 382, H. R. 6293, H. R. 6294 and S. R. 14770.

Pursuant to a call of the president, a conference to consider these bills met on the morning of March 14 at the New Willard Hotel, Washington, with twenty-two accredited delegates present. After an all-day session, during which the then pending bills were considered in their many-sided relations to every branch of the grain trade, the Conference was adjourned to meet on the morning of the next day, the 16th.

On the morning of the second day of the Conference the following resolution committee was appointed: Mr. Grimes, Portsmouth, chairman; Mr. Searles of Minneapolis; Mr. Bernays of New York, and Mr. Daish of Washington.

The Conference then adjourned to appear before



JOHN F. COURCIER,

Secretary Grain Dealers' National Association.

the Committee on Interstate and Foreign Commerce of the House of Representatives. Comprehensive statements were made before this committee by Mr. Wells of Iowa, Mr. Merrill of Chicago and Mr. Bernays of New York. At the conclusion of these statements, the following resolutions, reported by the committee on resolutions, were read before the House Committee on Interstate and Foreign Commerce, and placed in the records:

"Whereas, There has been introduced into Congress several bills providing for the Federal inspection of grain; and

"Whereas, These measures are predicated upon the assumption that the present system of grading and classification of grain is faulty; and

"Whereas, There are public utterances of people unconnected with the grain trade which indicate that the business methods of that trade are not consistent with fair and upright dealing; and

"Whereas, It is believed that the grain trade is composed of gentlemen of high morals, who conduct their business honestly, upon proper lines and without inordinate profits in any of its branches; therefore, be it

"Resolved, By the Grain Dealers' National Association and other representatives of the grain trade, in Conference assembled at Washington, March 16, 1908, that the Congress be and it hereby is petitioned to appoint a commission to investigate the grain trade, in respect to the first handling at terminal markets, the export of grain and kindred matters; it being believed that such an investigation would vindicate the grain trade and forever set at rest the agitation for Government control of the inspection of grain. Be it further

"Resolved, That a copy of this resolution be transmitted to the President of the United States, to the Secretary of Agriculture, to the House Committee on Interstate and Foreign Commerce, and to the Senate Committee on Agriculture and Forestry."

None of the bills introduced was reported out of committee, and with the adjournment of the first session of the sixtieth Congress, the proponents of Federal inspection realized they had made a bad case.

LEAKY-CAR REPORT.—The eleventh annual convention adopted a resolution requesting all public markets to adopt a Leaky-car Report, such as was in force at Baltimore, Chicago, Toledo, Buffalo and New Orleans.

Upon inquiry, we find that in addition to the markets to which reference was made in the resolutions, a form of Leaky-car Report was being used by the following exchanges: St. Louis Merchants' Exchange, Peoria Board of Trade, Cincinnati Chamber of Commerce, Minnesota State Department, Memphis Merchants' Exchange, Omaha Grain Exchange. To this list it is our privilege now to add the Philadelphia Commercial Exchange and the New York Produce Exchange.

CONFIRMATION.—Acting with the confirmation blank committee, we recently printed for distribution, an official form of Confirmation Blank, adopted at the last convention. The lack of funds with which to go ahead prevented our executing instructions given us at the Cincinnati meeting, respecting the promulgation of this official form until after July 1 last. The following firms have already notified us of their intention to adopt the blank: Caswell E. Rose, Nashville, Tenn.; J. B. Edgar Grain Co., Memphis, Tenn.; Bossemeyer Bros., Superior, Neb.; Tyng, Hall & Co., Peoria, Ill.; Wm. Pollock Milling and Elevator Co., Mexico, Mo.; W. J. Thomas & Co., Schoolcraft, Mich.; Dan Joseph Co., Columbus, Ga.; Wilhoite & Weisiger, Memphis, Tenn.; The Franke Grain Co., Milwaukee, Wis.; McCord & Horton, Memphis, Tenn.; Pope & Eckhardt, Chicago, Ill., for all interior business.

Owing to the work in hand and incident to the preparation of this convention, we have not been able to address our members upon the subject of the official blank more than once, but since no objections have been offered that could not be satisfactorily explained, it looks very much as though the form recommended would stand the test and be universally adopted.

DEMURRAGE.—On August 20 last, a letter was addressed to us by one of our members, enclosing some correspondence regarding a rejected claim of demurrage charges paid.

An order of the Interstate Commerce Commission was involved, thus making it a national question; and I shall, therefore, quote enough of the correspondence to give an idea of what will be necessary for you to do in the event of your being required to pay car service charges on detentions due to providential causes.

The manager of the Car Service Bureau said: "The service on car in question was proper. This Association has no authority to refund demurrage account of flood conditions, the recent ruling of the Interstate Commerce Commission with relation to railroads in Ohio, which had filed demurrage rules providing for waiver of demurrage account of fires, floods, strikes, etc., precluding any such concession, the Commission ruling that the allowances were unlawful and ordering the railroads to amend their tariffs. Under this decision of the Interstate Commerce Commission, claim is returned herewith, respectfully declined."

Upon receipt of the papers we immediately wrote the Interstate Commerce Commission, enclosing the correspondence and giving it as our understanding that absolute proof of providential hindrance had always been ample authority for waving charges for detention. In response the Commission wrote us under date of August 27 as follows:

"Your favor of the 24th instant addressed to the chairman of the Commission with enclosures as stated is received.

"The ruling of the Commission referred to by you is probably contained on Supplement No. 1 to Tariff Circular No. 15A, which reads as follows:

"Demurrage rules and charges must be observed as strictly as transportation rules and charges. The Commission cannot, therefore, recognize as lawful any rule governing demurrage the application of which is dependent upon the judgment or discretion of some person, or which provides for exemption therefrom in certain exigencies in the creation of which the carrier has no part. Interstate tariffs containing such rules must be corrected or canceled."

"You will observe that this ruling simply denies to carriers the right to use their judgment concerning what constitutes an excuse for not collecting in full demurrage charges provided for in their tariffs after

said tariffs have been published and filed in accordance with the requirements of the Act to regulate commerce, but this does not prevent a shipper from attempting through the Commission to collect reparation where he considers himself entitled to same by reason of the particular circumstances connected with the particular payment to the carrier.

"I enclose herewith for your information copy of Supplement above referred to."

Thus, we have proof that it does not always pay to lay down as even when claims, as in this case, are so positively declined.

MEMBERSHIP.—Acting upon the suggestion of our first vice-president, Mr. Tyng, President Reynolds called a meeting of the board of directors to consider the advisability of advancing the dues rate of direct members. A meeting was held in Chicago on June 15 last, the members of the board of directors unanimously voting to advance the dues rate from \$10 to \$15 a year. Naturally enough, there was more or less anxiety felt as to what the attitude of the members would be toward a fifty per cent advance. Without going into details, I will give you the following facts: We received less than ten complaints, and for every one of these we received at least three bright, bristling, heart-cheering letters of commendation.

From July 1 last year to October 15 following, 241 members remitted each \$10, and from July 1 to this date, 252 members have remitted each \$15. This certainly is sufficient proof that your board of directors made no mistake in advancing the dues rate.

The chairman of your committee on membership has done an unusually large amount of work, of a kind that will live, even though the immediate results may not be all that he might have expected of them. The appointment of sub-committees was a good move and, if continued by the incoming administration, will ultimately resolve itself into a thoroughly organized and effective machine for the enrollment of new members. The task of soliciting members by mail is one of difficult proportions. Non-members, as a rule, know practically nothing of the workings of the Association and of what it has done and can do, and the slightest objection presenting itself to them will condemn the entire proposition and land the mail communications in the waste-basket. I believe that a personally conducted campaign of one month would result in the enrollment of more members than could be secured by mail at the same cost in twelve months.

So many long, and sometimes passionate, sermons have been preached upon this subject of membership that little can be said without repeating an old story, and I do not believe it will be solved satisfactorily until every individual member concludes that his best interests can be served by a large membership, and then make up his mind to exert his influences with his business friends and associates, urging upon them, even to the point of insistence, the practicability and even necessity of their joining hands in a common endeavor to serve their common interests through the agency of a national association.

Owing to the inadequacy of the financial returns from the \$3 membership that classification was abolished by the board of directors immediately after the adjournment of the Cincinnati Convention. All the members enrolled under that head were, at the close of the last fiscal year, invited to continue their memberships at the \$15 rate. Those who immediately advised us of their inability to sustain their memberships at increased cost were not included in our this year's ledger account of members. Several of this class of members considered the Association worth \$15 a year to them and paid the advance.

Those who have not vouchsafed a response are still enrolled as members.

The affiliation membership remains practically unchanged from that of last year.

The Central Kentucky Association, with a membership of 21, was elected to membership in February. Of the sixty \$3 members thirty-seven remain on the books, thirteen of whom have paid their dues at \$15.

Last year we had a total of 326 \$10 members. Enrolled during the year, 53; lost by death, 1; withdrawals, 6; out of business, 8; total loss, 15; leaving a net gain of 38.

To summarize: With the affiliated membership practically unchanged, a sufficient number of \$3 members paying \$15, practically equaling the receipts from the total membership of that class for the previous year, and with a net increase of 29 in class "A," the earning power of the Association, based on the present dues rate, shows an increase over last year of \$2,200.

Before proceeding to our financial statement, I wish to assure our officers and members of my fullest appreciation of the many kindnesses shown me during the year. If at times I have seemed arbitrary, it has been because one element on one side has been just as insistent upon the arbitrary application of rules as the other has been for the extension of leniency. As the Association grows and the range of individual personalities widens, officers, whose duties are purely executive and in no sense legislative, find it necessary to draw tighter and tighter the lines of arbitrary rule observance, provided they also realize that in the wake of discrimination and compromise lie ten thousand wrecks, to a possible one in the wake of arbitrary rule observance.

Financial Statement (Condensed).

Receipts	\$9,338.27
Disbursements	7,496.37

Cash on hand.....	\$1,841.90
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President Reynolds: What disposition do you wish to make of the report?

E. L. Rogers, Philadelphia, Pa.: Before making a motion to accept the report of the secretary, although showing perhaps a little ignorance on my part, I am at a loss to understand what that class of membership is that costs \$3. Perhaps a word from the secretary will enlighten me. I thought we had direct membership at \$15 dues yearly, and an affiliated membership.

Secretary Courcier: Under former rules in force before my term of office began, direct membership was created in unaffiliated territory at dues of \$3, and during that time some 60 such memberships were enrolled. That went on up until the last convention, when the board of directors decided that that class of membership was unremunerative, our field having been restricted because of the affiliations of another state association, and they decided to abolish it.

Mr. Rogers: So we simply now have direct membership at \$15 and the affiliated, is that it?

Secretary Courcier: Yes, sir.

Mr. Rogers: I move that the report of the secretary be received and spread upon the minutes.

The motion was seconded and carried, the chair remarking that it was understood that the financial portion of the report would be referred to the auditing committee.

REPORT OF ARBITRATION COMMITTEE.

By H. S. Grimes.

President Reynolds called for the report of the committee on arbitration, Mr. H. S. Grimes, chairman, which was submitted by him with the following preface:

Mr. Grimes: With the permission of the president I would first like to offer a few remarks in regard to conditions generally. I am a little surprised at the small attendance here this afternoon considering the large number of members of this organization that are in St. Louis. Of course, there is one thing that I presume some of them take into consideration, and that is that the trade journals who attend the convention publish almost everything that is brought before you, and thus you can read it at your leisure. At the same time, I have always found, and I believe each member here has found, that we get more real benefit out of a communication when it comes to us with the living voice and we listen to it verbatim. Another thing to which I want to call your attention is, that while this Association meets once each year, during the year your committees are at work right along so that the work of the Grain Dealers' National Association continues from one meeting to another. You by coming here meet your friends that perhaps you have not met for a year; you do more or less business with them; you talk over business affairs, and the results are beneficial to you. That is one great point in coming together as a body once a year. Another vital point that should be considered is the reports, as I have said, of the different committees. I only wish that we had the attendance that we are entitled to here, considering the number of delegates that are in

St. Louis this afternoon, so that they could hear the reports as read. The report of the committee on arbitration is as follows:

Your arbitration committee begs leave to report that during the past year the committee has had seven cases to decide and has reached decisions in six of them. The other case is now before the committee and there is a division of opinion existing that we hope to be able to overcome before this meeting is over and make a report.

The committee adopted a plan at the beginning of the year, which has been carried out and has proven very successful, in regard to getting the opinion of each member of the committee previous to forming a joint conclusion. The plan is that the secretary is to send to the members of the committee individually the case to be acted upon. The papers are first sent to one and then to the second and third members of the committee and these three reports are forwarded to the secretary. The reports are then gone over by the secretary and if there is a division of opinion the case is argued by the different members and if possible an adjustment arrived at.

This method has proven very successful and only in one case has there been a division of opinion. This is in the case referred to above. In the other cases the opinion of the different members of the committee was arrived at independently and each member gave his individual opinion, all of which was in accord with the general opinion and which proved that the cases were decided in an equitable and business-like manner.

The following cases have been before the committee on arbitration: Stockbridge Elevator Co. vs. Stewart & Geidel; S. W. Bowne Co. vs. Finch & McComb; Garfield County Milling Co. vs. Enid Wholesale Grain Co.; Kirwin Bros. Grain Co. vs. Loudon & Co.; Halliday Milling Co. vs. Shaw & Binder, and The Coates Grain Co. vs. Kelley Bros.

All these cases have been gone over carefully and

decisions have been given. I am sorry to state, however, that in several instances we have been censured strongly by parties that cases were decided against. Of course, we know our decisions are not pleasing to those that we decide against, but our position is so unenviable that we should at least have their respect, but are sorry to say we have not had that in several cases.

We thought of reading before this convention some letters that were written to our secretary regarding decisions in one or two cases, but decided it would be more charitable not to expose the ignorance and meanness of some people. But if anybody present is curious to know what the committee on arbitration has to contend with at all times we shall take pleasure in showing him the letters referred to.

Of all the committees connected with this Association the committee on arbitration is one that the members derive the most benefit from, in our opinion. The cases we have decided would involve in the neighborhood of four thousand dollars (\$4,000), and no doubt if taken through the courts would have cost the litigants very near this amount before they were finally disposed of.

We are glad to state that only one case of the many we have decided was taken up by the directors and they sustained the decision of the committee on arbitration, as it was a very plain case and easily decided.

In order to expedite decisions that sometimes take more time than they should, it has been suggested that this convention adopt a resolution authorizing the appointment by the president of Eastern and Western arbitration committees. By this means all arbitrations that come up west of certain lines that could be mapped out should be taken up by the Western committee and those east by the Eastern committee. This would no doubt expedite the work and relieve the general committee.

Those who have never had this committee work to do cannot for a moment conceive the large amount of work that is connected with these adjustments. Your committee is not complaining of the past, but would suggest to the committee that will be appointed for the coming year that this method would be much better to adopt and in case of a division of opinion the Eastern committee could refer to the Western committee and vice versa. By that means the opinions of both committees could be given and a combination of the two would constitute a final decision.

We would also like to suggest to our members that when they accept and agree to arbitrate a claim they understand fully what they are going into, so that when it is decided the feeling will not be as it has been in some cases in the past year, as it is no pleasant duty for your committee to perform, and for it they receive no compensation whatever. It is done for the good of the Association, and then to be censured, you can readily see that the acceptance of membership on this committee will be one that will not be sought after by members who are capable of disposing of the business brought before them.

Your officers have in every way assisted the committee on arbitration and have endeavored to make clear to those submitting claims for arbitration just what they will have to abide by, but with all that sore spots emanate and are very unpleasant to the arbitration committee.

As said before, and which we desire to repeat, arbitration is the only proper way to adjust all difficulties arising among the members of this Association, and we feel safe in saying (and do not fear contradiction by good business men) that every case we have decided in the past year has been adjusted honorably and equitably.

Mr. Grimes: That report cites six cases as having been disposed of. I might add that the seventh case has been taken up since our meeting here to-day, and we have practically decided it, so that will leave nothing for the new committee to be burdened with at their start out the coming year.

A. G. Tyng, Peoria, Ill.: I move that the report be received and placed on file, and that the thanks of the convention be given the committee. I also move that such portion of the report as refers to increasing the size of the committee be referred to the same committee to which was referred the recommendation with reference to the matter contained in the President's address that we listened to this morning.

President Reynolds: I hope that this vote of thanks will be given with a will. This work of the arbitration committee is so largely a labor of love with a compensation of condemnation, that I think we cannot go too far in expressing our thanks to these men who have given their time, talent and experience toward helping the members of this Association over rough places and keeping our affairs out of court. Are there any remarks?

None offering, the motion was put and carried.

President Reynolds: I would like for the committee to whom my recommendations were referred this morning to consider that part of the same referring to two committees. Mr. Grimes and I had a short talk about this matter, and we agreed that there probably ought to be a larger committee, but Mr. Grimes thought that it would be best to divide the committee into Eastern and Western committees. While he and I have never disagreed very far in matters, yet I thought that an increase of the committee to seven members, six besides the chairman, would be perhaps a good plan. Say two sub-committees

of three, and the chairman over both, but not to make the committee sectional. Mr. Grimes in our talk conceded that that probably would be better. I think we should have as little risk of sectionalism as possible in this Association. I am afraid that if a case originate in the West, for example, and be decided by an Eastern committee, the defendant being in the East, it might be open to censure from the party against whom the decision went. At least there would be greater probability of this than if there was an absence of sectional lines. I am inclined to think that way, but I am perfectly willing that the committee shall consider the subject and bring in their report.

Mr. Grimes: Mr. President, the only object in recommending that a committee be appointed from the East and one from the West was that the larger this arbitration committee is the more complicated becomes its affairs. It takes now sometimes as long as three months to get a case before the committee and have it adjusted. That is not on account of any neglect, but it takes time. I have given to some of those cases as much as twelve solid hours, of course not altogether, but at different times, before I would make up my decision. The decision then goes by mail to the other members of the committee. If we act very promptly we can get through quickly. If you make the committee very large and it has to go to all its members, perhaps it would be a long time before we would get a decision such as the parties to the controversy are entitled to have. That is the reason I suggested two committees, in order to expedite the decision.

President Reynolds: My idea was to appoint a committee of seven, including the chairman, and sub-divide it into Division A and Division B, three members in each division, the chairman to have equal jurisdiction over both, and in case of sickness or inability of one of the members he to act as a substitute. The chairman could assign the cases to either division as in his judgment was proper, and in the event that one section, or division, is overworked and has too much on hand to give prompt attention, the other division could take it up. In case any member was incapacitated or was ineligible on account of business relations or anything else, the chairman could then take his place. That was my idea. I only offer it as a suggestion.

Mr. Grimes: I did not before understand you that way; I think it is a good suggestion.

F. D. Austin, Chicago, Ill.: I feel that you would be making a big mistake to have two arbitration committees. I think that one of five members would be better than two separate committees, because if a complainant had a case heard and decided against him he would be apt to think that if the other committee had heard the case the decision might have been different.

C. E. Rose, Nashville, Tenn.: I want to commend the idea of a general committee of seven sub-divided as the president suggests, for the reason that, as you may know, it is a little difficult to get matters before this committee because they get crowded with work. To divide the committee into an Eastern and a Western committee would not keep us all on a common plane. The suggestion doubtless grew out of the fact that a committee in the West would know more of the conditions locally in the West, and likewise the same would be true of the East, but to my mind the matter of location of the members of the committee should not be taken into consideration in its personnel, because a general committee would, no doubt, be sufficiently well informed as to conditions in the country at large, and would be much more desirable. I would state that I have had two experiences with the arbitration committee of the Grain Dealers' National Association, and I want to bear testimony to the fairness and conscientious manner with which they go into and settle details in a matter of controversy.

E. M. Wayne, president Illinois Grain Dealers' Association: I have had a little experience with arbitration committees, and it occurs to me that one committee would be preferable greatly to two. Mr. Austin remarked that if a case were decided against a complainant by one of two committees he would be apt to think the result would have been different if it had been handled by the other one of the two committees. It occurs to me that if the proper papers are presented to the entire committee they can make a just and equitable decision in any case. I believe, however, that the National Association should have money enough to conduct their affairs in a businesslike way, and that the arbitration committee should meet at least twice a year and possibly four times and decide all these cases in a body at some particular specified time and place, not pass the papers around. The Illinois Association tried the plan of passing the papers by mail and it was not a success. Get your arbitration board

together, and in twelve hours they can go over more cases than they could in six months by passing papers around. I believe that the Association should put its foot down and adopt the plan of acting on the cases just as a court does, and I believe that the funds of this Association should be ample to conduct their business affairs in that manner. I do not believe it is the right method to pass the papers around. I do not mean to imply that our present committee have not acted right in what they have done in that way, but they cannot get through with the work in the proper time that they should.

S. W. Strong, Pontiac, Ill.: The custom of the Illinois Board of Arbitration is to meet at some convenient place when the papers are in shape, and then to sit as a court. The papers are read orally, and if anyone wants to present oral testimony it is heard, and in an afternoon or evening they will dispose of three or four cases after discussing them pro and con. This plan has worked very satisfactorily, and there has never been an appeal taken from their decisions since I have been secretary of the board.

Mr. Grimes: The main object that we have had in view in sending these papers to individual members of the committee has been to get their unbiased individual opinion; for instance, if we sent the case separately without comment to each of three members and their opinions are identically the same it would seem to be a very plain case. The secretary finding that all agree the case is settled accordingly. No one of the members knows what the other member's decision has been, and thus a unanimous decision is certainly very strong and has a correspondingly powerful effect. If the opinions that are thus obtained are found not to agree, then we come together and debate the case. But if through passing the papers in the way I have described a unanimous verdict is reached the expense of coming together is saved, and besides you have obtained the opinion of each member without his having been influenced by any other member. There is very little expense attached to sending the papers by mail, and we have figured that that was the best plan to ascertain whether we could not reach a decision without subjecting the Association to traveling expenses to get the members of the committee together at one point. In the case this morning, which we took up without having had an opportunity to consider it separately beforehand, we failed to agree; one would argue his point, and the other his, but we finally reached an agreement and a decision.

E. L. Rogers, Philadelphia: In the matter of arbitration, as Mr. Strong suggests here, in a state association where the members are all located in one state it seems to me that they can very easily get together, and in such a case there is no doubt in my mind but that that is the best way to decide the cases that may come up. In our different boards of trade and exchanges we all have our arbitration committees who get together and thrash the matters out which are submitted to them at one meeting perhaps, but the idea of having two committees I certainly am opposed to, with all due respect to the suggestion of Mr. Grimes. It would not do to have an Eastern committee take up an Eastern case or a Western committee take up a Western case. I should be rather in favor of enlarging the committee to at least five and to have them selected from different sections of the country, and then continue the plan of settling cases by mail wherever practicable. I think it would be very nice if this Association could afford to pay the expenses of the arbitration committee holding meetings, but it seems to me at present it would be an unnecessary expense.

President Reynolds: Gentlemen, you understand this is a free-for-all. The question is before the house for discussion, but there is no motion. This is to afford everybody an opportunity to have a free say, and then the committee will bring in a report when they are ready. Has anyone else anything more to say on this arbitration matter?

M. Niezer, President National Hay & Grain Association, Monroeville, Ind.: I believe that the National Association would make a mistake if it created two arbitration committees. It occurs to me that it ought not to make any difference as to where the cases arise, from what part of the organization, because the decisions, I take it, are based on the rules that govern the arbitration committee and are founded on equitable principles. It does not seem to me that it should make any difference what part of the country a case comes from. As one gentleman said here, if you have two committees and one should render a decision on a particular case, the party in fault would probably think that he would rather have had the other committee. It seems to me that that would mix things up in such a way that you would not be able to get good results

such as we certainly have gotten heretofore. I think it would be a great mistake to create two committees.

P. E. Goodrich, Winchester, Ind.: Either I did not understand Mr. Grimes' proposition or some of the other gentlemen did not. As I understand it, the proposition is to make a committee of seven, including the chairman; the chairman will assign these cases to anyone of the six members that he chooses. If the case is at a particular location he will pick out three suitable men with reference to locality to try it. It looks to me like that is feasible. I happen to have had some experience in National Hay Associations. There we have five members on the arbitration committee, and I think that number is too many. Of course, the cases grow every year and it takes too long to get around. In making up a committee of seven the chairman will assign the cases just as the Chief Justice does in the Supreme Court of the United States. I think a similar process could be employed with our committee.

C. C. Miles, Peoria, Ill.: I have had the honor and the onus of holding office as a member of the arbitration committee for the year just ended, or that will soon end, and my experience on that committee leads me to say that there would be no advantage in having the committee any larger than it now is. We have shown that we can decide the cases, where proper evidence is submitted, without any trouble. If the committee were there, it would simply take that much more time to get the individual or collective opinions of a larger committee, and no matter who is on the committee for this ensuing year or any other year, I believe that three members are enough, and that any three members of this Association can decide any and every case that might come before the committee in a fair way, provided the proper evidence is submitted. Nevertheless I am perfectly willing for this matter to go to this special committee that has been constituted to report on it, and I believe that they ought to say that an arbitration committee of three is large enough.

Mr. Grimes: I brought that matter up more to get a little discussion on it than anything else. I am very glad that it has had that result. Discussion is what makes a good meeting. I am willing, as I am in every case, to abide by the decision of the majority. I forgot to mention—and I think it is worth mentioning—that at the present time we are, through the processes adopted by the secretary, able to consider cases and decide them much better than I ever knew to be the case before in the arbitration committee. The secretary gets up the prosecution and defense in regular court style and sends it out in handsome shape; in fact, he does all the work. We do not do any of it; we just make up our minds—that is all. Results are gotten at very nicely and expeditiously by that means. But I am still of the opinion that if we had a committee of six, with the chairman as a seventh man, as President Reynolds has suggested, cases could be disposed of more expeditiously if the chairman would assign one case to one section of the committee and another case to the other section. One gentleman said that if that were done the party against whom the decision went might think that it would not have been so decided by the other members of the committee, but that is a sort of feeling that you will always have to contend with no matter what arrangements you make. But I am glad that the point has been brought out and different views stated.

E. L. Rogers, Philadelphia: Supposing that the party against whom the decision went were to demand an appeal from the section that made the decision to the entire committee, would they have that right?

Mr. Grimes: Yes, sir.

Mr. Rogers: And as I understand it, the method would be to refer the case to one committee and give the losing party the right to appeal to the whole committee. Thus the work would be duplicated, because the party losing would in each case desire to take an appeal to the entire committee.

M. F. Dunlap, O'Fallon, Mo.: I appreciate the kindness of our presiding officer in giving us all an opportunity to talk. While this discussion has been going on I have formed about a dozen opinions as to what was best. I have finally concluded that as there have been only six cases for decision in the past year, and possibly that number may not be exceeded in the near future, a committee of three is sufficient. I am heartily in favor of making the matter simple by giving opportunity to refer questions of difference in this Association to three good solid business men, but I feel like tendering the sympathies of this convention to our jolly friend, Grimes.

President Reynolds: The only idea I had in making the recommendation was to try and re-

lieve the committee from some of this heavy work. During the year I have had some complaints coming to me that a case had a bearing on certain local conditions. For instance, in Mr. Grimes' neighborhood say, that he might have been influenced owing to business reasons, but the ramifications of our trade in grain is so general, we trade east, west, north and south, so that my idea was that a chairman who was acquainted with general conditions might assign each case to the division that was less liable to be biased by local conditions. I think there is one serious objection to making the committee larger. My good friend that served so efficiently does not want to divide the emoluments, and so I think that three might suit better because the emoluments would be divided among a smaller number. Is there anything further on this subject?

Mr. Grimes: I understand that the special committee to whom the matter has been referred will make a report later before this convention. Am I right?

President Reynolds: Yes, sir; it will come up again.

Secretary Courcier at the request of the chair read the following telegram:

New York, N. Y., October 15, 1908.

A. E. Reynolds, President Grain Dealers' National Association, St. Louis, Mo.

Family matters prevent me from attending convention. I shall follow your deliberations with close attention and heartily wish you success in all your endeavors.

ELI BERNAYS.

Without objection, the foregoing was received and spread upon the minutes.

LEAKY CAR REPORTS.

Mr. Bleidt: I understand that in Cincinnati last year you passed a resolution, or something of that sort, that all markets be requested to adopt a form of leaky car report. I would like to offer a resolution that it is the sense of this Association that all markets should put that sort of a report in use.

Secretary Courcier: We followed that up last year and found that practically all the markets had adopted it, except New York and Philadelphia, and at our request both of those exchanges adopted the leaky car report during the current year.

Mr. Bleidt: I am out some money because New York did not do that.

President Reynolds: Mr. Forbell, a year ago we adopted a resolution at Cincinnati requesting all markets to make special report of leaky cars, stating where the car leaked, and how it leaked. I think that resolution went so far as to recommend that such report be sent with the account of sales wherever there is a leaky car. Our secretary reports that all markets complied with that except Philadelphia and New York, and that recently they also have done so. The question asked by Mr. Bleidt is whether New York has adopted that report, and are they sending out those leaky car reports?

Mr. Forbell, New York: I will state for the benefit of those members who do not know it that New York adopted the leaky car report form some months ago. As a member of the grain committee I will state that about two weeks ago the grain committee held a special meeting and had the chief inspector before them and asked him what progress was being made with that work. We received a very gratifying report from the inspector, stating that every car of grain that arrived at New York is examined at all parts for leaks and when leaks are found they are carefully entered in the deputy inspector's book. Then the consignee files a request with the inspection department for special report on that car, which is furnished on the same kind of a blank that is in use in all the markets. That blank is filled out and sent to the shipper attached to the account of sales. That method was adopted previous to June 1. I could not say whether it was before or since February 1, but it seems to me it was adopted along in February or March. I remember notices being posted on the floor until recently. It has been in operation for several months.

P. E. Goodrich: We had a number of leaky cars from New York on which we did not get a report.

Mr. Rogers: This I think is quite as interesting a subject as the arbitration matter. If I understand Mr. Forbell right, he says that their inspection department is required to report the condition of cars. In that case he is asking the inspection department to perform a physical impossibility; for I claim that no inspector can in all cases ascertain whether or not there is a leak in a car. I would like to see this Association go on record as recommending in the strongest terms that every terminal market be requested to have not only their inspection department report

the condition of the car, but also the terminal man when unloading the car. The latter is the time when many leaks are discovered that have not been noticed by the inspector. The inspector in all probability opens one side only of a car. He goes to a track on which there is a line of cars; he passes up one side and opens one door. That car is standing still when he opens the door, and if he does not discover a leak due to a spring in the door, or something of that kind, he does not notice it. I say it is a physical impossibility for him to discover it. But when the car comes into the elevator, or wherever it is unloaded, then the leak can be discovered. I have known it to be the case in Philadelphia, where we have our tracks very much extended, that people have gone at night and bored a hole in the bottom of car with an auger and allowed, perhaps, half a dozen bushels to run out and then caulk the hole up with a piece of paper, and the inspector would never notice it; whereas when the same car was unloaded the man who got in to shovel out the car would at once discover the hole in the car floor. I hope that this thing will be agitated still further and every terminal market requested to use unusual discrimination to discover these leaks, both by the inspection department and the terminal men.

Mr. Sheldon: The New York market does send out leaky car reports, and we do get them from Baltimore, and whether we ask for them or not we get them from Cleveland. Buffalo does not send out any. We notified Buffalo a short time ago that a car was leaking and that they ought to show it, and they replied that they would take the matter up with the Chamber of Commerce and see if it could not be corrected.

Mr. Forbell: I will say that at New York the consignees are on the look-out for leaky cars and are watching the matter very sharply. As I stated a few minutes ago, the chief inspector has been given instructions to look after the condition of cars on arrival and not to fail to note any evidence of leakage.

Mr. Brandeis, Louisville: I want to say along the line of Mr. Rogers' remarks that we have found that the only way to get an absolute record with regard to leaky cars was from the unloading elevator. It is compulsory in our market for the inspector if he finds any leaks to note same on his certificate. It is compulsory on the part of the elevator to take a record of every car that comes in as to whether or not it is in good order. If there is any exception to the car it is to be entered on the certificate. Where the certificate has no notice it is taken for granted that there was nothing the matter with the car. I notice in the last two years that a very large percentage of all the cars have come in out of condition.

Chas. D. Jones, Memphis, Tenn.: This question of leaking cars is only one of the elements involved in the handling of cars to bring about a system that will make the record from start to finish so clear and definite that when any question of irregularity arises in regard to the shipment of goods the trouble can be located. To this end the inspector can do his part and the weighmaster can do his, and together they can get and keep a clear record of each shipment. Several years ago there was a committee of the presidents and secretaries of the different state organizations who visited our market in order to see what improvements could be made. As a result of that visit they made a suggestion to the Board of Trade that was followed out and which was as follows—that the inspector in performing his work would report any leakage that he might discover. It was understood that many cars might be leaking that he would not see, because an inspector of grain would hardly have time to make a thorough inspection of the car. In many instances, however, the car is found to be leaking very freely on the track, and the inspector at the time notes that leak, makes out a leaky report, and sends it in attached to his certificate of inspection. Then the consignee, if he sees fit, can send down and have that car patched before it is switched, because even in the transfer from the inspection track to the elevator it is possible for a car to lose many bushels. In case that the inspector sees that the car is leaking freely, then the car is patched temporarily before it is moved to go to the elevator. Every car, when it reaches the elevator, should have its condition reported on by all markets. All certificates of weight from our market are issued by the chief weighmaster. There is a cut of a car on the back of the certificate for that purpose. If the condition of the car when it is unloaded is bad, a notation to that effect is placed on the certificate—that is, leaking, or whatever the trouble is, and a cross mark is placed on that part of the cut on the back of the certificate showing exactly where the leak is. As the result of that system you have the very

best of evidence to substantiate any claim against the railroad, because you have reports from two different men as to its condition—one, the inspector of the grain while the car still stands on the track, showing it in bad condition; and, secondly, the weighmaster's certificate, showing that it was in bad order when it got to the plant. It does not necessarily follow that every car that was out of condition at the plant would have been reported out of condition on track, for the simple reason, as stated previously, that many cars might have a slight leak which the weighmaster would never note. If every terminal market would adopt as rigid a system as this there would not be any complaints on the part of shippers, because every certificate would show whether the car was in good or bad order.

President Reynolds: Gentlemen, I think that you will agree with me that this free and easy discussion is bringing out questions that are of importance to all of you. That is the reason that I have determined in this convention to make quite an item of this free discussion. If Mr. Warren of Baltimore is in the room I would like to have him talk, not because I want to favor Baltimore, but because I had quite a little personal chat with him and visited his office and went over his records on this very subject. I know that a word from him will be of interest to you. (Mr. Warren did not respond and the Chair continued):

The way that is most successfully carried on is to have a circular about as large as this with a picture of a car on it, on which the point where the leak is can be designated. The number is put on the car and the signature attached of the party who discovered the leak in an official capacity either as an official sampler or weighmaster; but I think that ought to be done by both the weighmaster and the inspector. They say it is a lot of trouble. That is all right, but it is a lot of trouble to lose ten bushels of grain out of a car, and a little more trouble to lose twenty bushels, and it pays to know how and where you are losing it. It certainly does work out creditably to the weighing department who may be charged with giving short weights; and I cannot speak in too strong terms recommending to you the passage of a resolution requesting for public inspection and weighing departments to make these reports, which in the case of leaky cars shall be in duplicate, the original to be sent to the shipper of the car. It certainly is worthy of your attention.

Mr. Dennis, Cincinnati: It is the custom in Cincinnati to furnish the weighmaster with a report as to the leaking of a car so that he may make a record of it, and the receiver also gets the same report.

C. C. Miles, Peoria: This matter of weighing at terminal markets is one that is very easily disposed of. If there is any market in the East, or anywhere else, that is not giving the weighing of grain the necessary attention so that a shipper can be furnished with all the evidence that he possibly needs as to the condition of car on arrival at that market, and also as to condition of the car when set into an elevator or an industry for unloading, the seal, record or anything further that might be of interest to the shipper—if there is any market in this country that is having any trouble in that respect they might take lessons from Chicago or Peoria. Most of you are familiar with the system they have at Chicago. Peoria I will admit is a small market, but they have followed in the wake of Chicago. These markets have an absolutely satisfactory and complete system of weighing and weight supervision; and anyone that ships there can always get information as to where his car was sealed, when it got there, as to whether there were evidences of leaking or chance of leaking, and as to whether there was any real leak. He can also have the satisfaction of knowing that not only did the weighmaster weigh the grain but that an employe of the Board of Trade watched him do it in order to see that he made no mistakes. If any other market is in trouble, it is a very simple matter for them to get all the lessons they want from these markets, and that would simplify the trouble, I am sure.

Mr. Grimes: Last spring I happened to go through the yards looking for a car that was lost in some manner, and I noticed a carpenter hard at work patching a car that had shelled corn in it. I also noticed along where this car had been switched that the corn had been running out of it. That car was patched up very nicely and the leak entirely covered up. The question that has arisen in my mind while you have been discussing this is, what is the terminal point going to say about that? It is of just as much importance, gentlemen, to have noted that that car was patched and whether it was patched six months before or whether it handled grain half a dozen times since the patch was applied, or

whether it was patched en route at that particular time. There is where most of the leaks occur. I can safely say without fear of contradiction that two-thirds of the leaks in cars are caused by the bumping of cars together. Two times out of three it is caused by the railroad company. Where it is due to vandals boring holes, that is different; but how can you tell, if a car goes into a terminal market in good condition and no leaks discovered, but there is a patch, whether or not there has been a leak en route? It is just as important for you, gentlemen, to consider whether there was a patch on the car as to discover if there is a hole in it, because if the car shows up short and it is shown that there has been a leak en route and the car is repaired by the railroad company, that is an important matter, and should, I think, be embraced in any recommendation that you make.

A. E. Schuyler, assistant weighmaster, Chicago: During the month of August last 3,500 cars that were weighed by our department arrived at the various unloading points leaking. In Chicago when cars arrive at the inspection yards the state grain inspectors report to us any leaks they find, but the rough handling occurs after the inspection has been done, in the course of switching into the various railroad yards. One of the greatest causes of leakage is due to the gravity tracks which are used by the various railroads in switching cars. When a car arrives at an unloading elevator in Chicago we have a man on the track floor to examine each car carefully, and he records all patches, all evidence of repairs and seal records, and that man also keeps track of the unloading of the grain. We use a car-condition blank in reporting to the shipper all leakages. We find, however, that a great many cars are repaired in transit by the railroads and all evidence of the leakage thereby eliminated. For example, a short time ago we received a shortage complaint of 10,000 pounds in a carload of cars that we were unable to locate because in tracing up the railroad records we found that the railroad had put in two new grain doors, and we furnished the information to the shipper. The railroad promptly paid the claim.

Mr. Dower, weighmaster, St. Louis: Our deputy is the first man to touch the car. He goes ahead of the grain inspector and gets the seal record and also a record of the physical condition of the car; so that our record is the original. We do not go to the railroads for any record as to the seals or condition of the car. We have a complete record on our own books of the time of the entry of that car into the city, not only on one track but all of the tracks entering St. Louis and East St. Louis. We find that that works out with great satisfaction to the receiver and the shipper, and that a great many complaints for shortages are paid by the railroad without any question. I think that in that respect our system is about perfect.

Mr. Bleidt: I want to say to you that you express my ideas better than I could put them myself. A great many of the gentlemen have talked. What I wanted some of the Eastern people to know was that we Missourians and Illinoisans may show them a few things about how to do business. I have a certificate from New York that only tells how much was in the car and what the inspector said it was. I am not satisfied with that sort of car inspection.

Mr. Schuyler: One more point I would like to call attention to. The weighmaster from St. Louis spoke about recording the seal record. There are two systems of seals; one is the duplicate system; the other is the consecutive system. The consecutive system consists of seals of the same identification mark, so that if a car arrives in a certain yard to-day and is inspected it is resealed, we will say, with seal No. 65. Tomorrow someone comes along and breaks open that car, and possibly takes out five or ten bushels; the railroad sealer comes along and puts on a seal No. 65 again. The next day it may be broken again, and the following day the sealer will reseat the car with No. 65; so that the record will show that seal No. 65 was on after inspection and that the car still had on the door seal No. 65 when the car was delivered to the unloading elevator. We have tried to get the railroad to do away with the system of duplicate seals, and we have been successful in some instances; but for the most part the railroads do not like to make a change on account of the enormous expense involved.

E. M. Wayne: I would like to ask Mr. Schuyler and any other gentleman here that is attending to the weighing and inspection if they can answer Mr. Grimes' question in regard to the patching of cars in transit. It is an important thing, and there is no way that a fellow can trace the car or the patching of the car as I see. Do I understand that the railroad company keeps a record of every time they patch a car?

Mr. Schuyler: Yes, every time the railroad makes a repair of a car they make a record of it.

Mr. Wayne: Has any individual access to that record?

Mr. Schuyler: No, sir; some roads will not allow anyone to look at their records; but if we find any evidence of repairs when it is delivered to the unloading elevator, we make a complete record of the repairs.

Mr. Miles, Peoria: It occurs to me that the Association might go on record here as being in favor of asking the railroad companies when they make repairs in transit to stencil the car, giving the date of the repair; in that way if there had been a repair made on the car it would be indicated when it was made and whether or not it was during the time of transit, and it would show what had been done. Something of that kind might be brought to the attention of the railroads so that people would have some clue as to repairs in transit. That might come up later on.

Mr. Rogers, Philadelphia: Would it be in order to offer a resolution now on that subject, Mr. Chairman?

President Reynolds: Yes, sir; unless you think best to refer it to the committee on resolutions.

Mr. Rogers: I will offer the following to be adopted, not at this meeting, but to be referred to the committee, as follows:

Whereas, It is a matter of common knowledge that the proportion of defective and leaky grain cars in use during the present season is larger than at any previous time, resulting in a greater number of claims upon the carriers, as well as a greater number of losses by shippers than are made the subject of claims; and

Whereas, The necessity has, therefore, arisen for unusual precautions being taken to discover the condition of cars at points of delivery; therefore, be it

Resolved, That all boards of trade and exchanges at receiving or terminal markets be requested to enforce such rules and measures as will insure, as far as practicable, the discovery of any leaks or defects of any nature in cars containing bulk grain or feed; and in order properly to do so we believe that not only the various inspection bureaus be required to report all such leaks, but also that all terminal elevators and warehouses and parties unloading from track should be required to report the condition of cars when unloading same, as damage frequently occurs after the cars have been inspected; and be it further

Resolved That the secretary of this Association be, and he is hereby, instructed to send a copy of these resolutions to the various exchanges and boards of trade where grain and feed is received in bulk.

I offer that, Mr. President, and request that it be referred to the committee on resolutions.

President Reynolds: If there are no objections it will be so referred.

Mr. Grimes: I would like to add to that perhaps an important point, that a committee of three be appointed by the chair, Mr. Schuyler to be one of said committee, to formulate some plan that may be presented for adoption here to submit in connection with this resolution; because if we just adopt that plain resolution without some definite provision for carrying it into effect, they might get up half a dozen or a dozen different kinds of seals and we would be as badly off as before. I will offer that as an amendment to the resolution, with Mr. Rogers' consent.

Mr. Rogers: I consent.

The question was taken on the reference of the resolution to a special committee to formulate a plan of carrying out the end in view, and the same carried.

President Reynolds: I will appoint on that committee Messrs. Schuyler, Bleidt and Wayne.

THE CROP REPORT.

The Chair: I suppose all will admit that this kind of discussion is perhaps unparliamentary but is effective, and we will continue this plan of taking up questions for discussion. We will now hear the report of the committee on crop reports, Mr. Grimes, chairman. I will say that after this report we will have an address by a gentleman whose name is not on the program, that will be quite interesting; I hope you will wait a few minutes to hear him.

Mr. Grimes: At the outset of the administration of our president I was appointed as chairman of the committee on crop reports. Mr. Mayer of Toledo was chairman of our arbitration committee. On account of some complicated business, Mr. Mayer resigned from the committee on arbitration and the president appointed me, with the intention of appointing someone else as chairman of the committee on crop reports; but he overlooked it, and that is the reason why I am wearing the honor of being chairman of two committees. I think this explanation is due you as well as myself. (Applause.) Furthermore, I would have had one of the gentlemen who are on this committee on crop reports to read it, but neither one of them is here; and I believe I can read it just as well as anybody else, so I will do

so now. I forgot to prepare the report until last evening, when I hastily dictated it to a stenographer. It is short and sweet, I hope; I leave you to judge.

The report is as follows:

The vast improvement attained by the Department of Agriculture in the gathering of crop reports in the past five years has been something phenomenal. When we say that this improvement has been largely brought about by the efforts of the Grain Dealers' National Association we are not at all giving less credit to the energy displayed on the part of the Department at Washington. This Association several years ago took up the matter of crop reports, through its different committees, with the Agricultural Department in many different ways, and succeeded in interesting the Department in such a manner that they have from time to time increased their force of statisticians until at the present time we can say that the reports from the Agricultural Department are as nearly perfect as it is possible for them to gather with the limited amount of appropriations at their command for this purpose now.

The Department at Washington has been very much handicapped in the past from the lack of sufficient appropriations to carry on the work of gathering statistics. We are very glad to state that, through the efforts put forth by this Association, each year the appropriations have been increased until now the Department is enabled not only to gather the statistics of cereals but also of the grasses of the country. Through the efforts of the National Grain and Hay Association, assisted by the Grain Dealers' National Association, they have added a statistical department of the grasses, which is very largely to the interest of the grain and hay dealer where he handles the two products, and is also of vast importance to the farming community. They are also being able to get out a report covering the fruits, and, in fact, all of the agricultural products of the United States. Each year shows an improvement such as is very pleasing to the officials of the Department and also to all those who are interested.

Not longer than six years ago these government reports were considered a joke; and it is presumed that the foundation for such an impression was the fact that private statisticians employed by grain men over the country and the Government reports were so widely different, and the natural presumption was that since the private parties were very vitally interested in the correctness of the reports prepared by them that therefore their reports should be more relied upon; but it is an acknowledged fact that within the past two or three years the reports of the private statisticians and of the Agricultural Department statisticians have been almost identical, showing that the results of each being so nearly alike, they must be both pretty nearly correct.

It is very pleasing, indeed, for your committee to be able to make such a report as this, and also to further state that the marked improvement realized to-day and the reliability that is placed upon the reports sent out by the Statistical Department of the Government is largely due to the efforts of the Grain Dealers' National Association. Your committee, therefore, respectfully recommend to this Association the adoption of a resolution of thanks to the Agricultural Department at Washington, testifying to the energy and intelligence displayed in the securing and compilation of data which is so valuable to the trade and to the farming community in general as the excellent reports that we are receiving from the Government monthly.

Mr. Grimes: I move that the report be adopted.

Mr. Rogers: Should not the recommendations in that report be referred to the committee on resolutions? If Mr. Grimes will consent I will add that as an amendment.

Amendment accepted, and motion carried as amended.

THE CONFIRMATION BLANK.

President Reynolds: We will next listen to the report of the committee on conformation blank, John M. Dennis, of Baltimore, chairman.

Said report was submitted and read by Mr. Dennis, as follows:

The Grain Dealers' National Association, at its last annual meeting in Cincinnati, adopted a uniform confirmation blank that for simplicity and completeness must, we trust, commend itself to every member of this Association. This, however, is not going quite far enough, as the best endorsement that this confirmation blank can receive will be its prompt and general use by the grain trade.

In the handling of the grain business there are seldom disputes except those appertaining to the exact terms and conditions of the purchase or sale of grain. These disputes are often the result of lapse of memory or an honest difference of opinion as to the terms of a transaction. By the use of this simple form of confirmation, as adopted by our Association, and by the prompt joint confirmation of transactions, it strikes us that much trouble can be saved for the future. This Association did not adopt this standard form without most thorough investigation, and we earnestly urge all of our members to show their appreciation by using the official form of confirmation.

President Reynolds: One of the remarkable facts that we must consider in reviewing the progress of this country during the past 100 years is that very little was known 100 years ago about the resources of this country. Fifty years ago, in fact, little was known; and not until 25 years ago, we may say, did we begin to awaken a little

to the fact that we have here a great country; but only a few years after a true conception of the magnificent resources of our country had dawned upon us did we recognize that these resources, vast as they are, may be exhausted by profligate use and profligate destruction. Great forests have been wantonly destroyed without our having received a very great return from them. Our prolific soil has in many cases been wasted and impoverished because it was not handled rightly. Great waterways have been allowed to go unused for centuries; and just recently, within

the year, in fact, the Executive of this country, President Roosevelt, saw fit to call together a congress to consider ways and means of conserving our great natural resources. I doubt if the people of this country are yet ready to appreciate the value of the suggestions put forth in that call. We are very peculiarly favored to-day by having a representative of the Conservation Commission present in the person of Mr. Kellogg, of Washington, who will address us on this subject. I am sure that we all appreciate the opportunity of listening to him.

CONSERVATION OF NATIONAL RESOURCES.

By R. S. Kellogg of Washington.

Mr. Kellogg addressed the convention substantially as follows:

On May 13, 14 and 15 last there met at the White House one of the most notable assemblages ever held in the United States. The governors of all the states and territories, the presidents of leading technical and trade associations and institutions, and distinguished citizens, met with the President to confer upon the conservation of our natural resources. After three days of able addresses and debates, the conference passed, among other resolutions, the following:

"We agree that our country's future is involved in this, that the great natural resources supply the material basis upon which our civilization must continue

unless the cost becomes too great. Similarly, the consumption of coal has increased until now it is 6 tons per capita annually in this country. It is said that in 1770 there were only 85 cabs, carriages and chaises in New York City. To-day our factories turn out annually over 900 thousand family and pleasure carriages.

The record reads like a fairy story, but the cost has been terrific. Half of the coal is left in the mine; half the tree never reaches the form of lumber; 1 billion cubic feet of gas, with a heating value equal to 40 thousand tons of coal, is wasted daily. Twice the quantity of material that will be excavated from the Panama Canal is eroded from our soils and goes down the Mississippi every year.

We have two great classes of natural resources—irreplaceable or exhaustible resources, and replaceable or not necessarily exhaustible resources. Mineral resources belong to the former: soil fertility, forests, water, to the latter. Take the coal or iron out of the ground and nothing but an empty hole remains. Cut down a tree and another may grow to take its place. We must husband our exhaustible resources and make them go as far as possible. We must carefully utilize and perpetuate our replaceable resources. Our population is now less than 30 per square mile. Holland has 15 times as many, or 450 per square mile. We must prepare for the day when instead of 87 million people, we will have 150, 200, 300 million people. We will probably reach the 150 million stage in the next 50 years, scarcely a day in the world's history.

We have in the United States nearly 6 million farms, averaging something less than 160 acres each, and yet but 21 per cent of our land area is in improved farms and but 16 per cent of it is cropped yearly. We raise nearly 60 million acres of wheat annually and the average crop for the past 40 years has been less than 13 bushels per acre. The average wheat crop in England is over 31 bushels per acre. We cultivate almost 100 million acres of corn yearly, with an average yield of only 25 bushels per acre, and 29 million acres of oats, yielding less than 31 bushels per acre. Our 30 million acres of cotton sometimes produce 13 million bales, but the average crop is less than two-fifths of a bale per acre.

Soil fertility, where lost, can and must be brought back. Rotation, leguminous crops, deep ploughing, manure, fertilizers, moisture conservation by suitable methods of cultivation, checking of erosion—these will increase our yield of farm crops. Because they must be farmed more intensely, the Eastern States, with their so-called worn-out soils, are in some cases producing more heavily than the newer fields of the West. Maryland, for example, raises more corn per acre than Illinois. Pennsylvania has a greater average wheat yield than Minnesota, and Vermont gets more oats from an acre than does Iowa.

Our water resources must receive greater attention in the future than they have in the past. We have nearly 50 thousand miles of inland waterways in the United States which either are or can be made navigable, yet we find that little Holland has spent three times as much upon its waterways as we have upon ours, and France twice as much as we have for the same purpose.

We have great areas of desert to be brought under cultivation by means of irrigation and nearly as extensive marsh and swamp lands to be made fruitful by means of drainage.

We have long been cutting and destroying our forests far in excess of their annual growth. Our timber will never be completely exhausted, but we will have to pay the penalty of mismanagement by being forced to depend, for a time, upon timber inferior in quality and insufficient in quantity. Our forest area is sufficient eventually to produce all the timber we really need, but we have not yet taken sufficient steps to put our forest land upon a permanent producing basis.

These are some of the things that were considered at the White House conference, and the first comprehensive plans for the perpetuation of all our natural resources will date from that memorable gathering. Upon the unanimous recommendation of the Conference, the President appointed the National Conservation Commission, consisting of 50 senators, representatives, scientists and private citizens. The Commission as organized has four Sections—Minerals, Lands, Waters and Forests—the members of each Section being specialists and authorities in their respective lines.

The following instructions from the President well define the task before the Commission:

"The work of the Commission should be conditioned upon keeping ever in mind the great fact that the life of the Nation depends absolutely on the material resources which have already made the Nation great. Our object is to conserve the foundations of our prosperity. We intend to use these resources, but so use them as to conserve them. No effort should be made to limit the wise and proper development and application of these resources; every effort should be made to prevent destruction, to reduce waste, and to distribute



JOHN M. DENNIS.

to depend, and upon which the perpetuity of the Nation itself rests.

"We agree, in the light of the facts brought to our knowledge and from information received from sources which we cannot doubt, that this material basis is threatened with exhaustion. Even as each succeeding generation from the birth of the Nation has performed its part in promoting the progress and the development of the Republic, so do we, in this generation, recognize it as a high duty to perform our part; and this duty, in a large degree, lies in the adoption of measures for the conservation of the natural wealth of the country."

In view of these declarations from so high a source, it behooves us to examine the premises upon which such important conclusions are based.

Some of the principal points in our national inventory are as follows: We have a land acreage of 1,900 million acres, of which probably 850 million acres are in farms, improved and unimproved; 450 million acres in desert, barren and grazing lands, and 600 million acres more or less covered with forests. We have less than 6 per cent of the world's area and but little more than 5 per cent of its population, yet we produce over one-third of the world's output of coal, three-fourths of its corn crop, two-fifths of its pig iron, and 20 per cent of its wheat crop. The equivalent of 50 billion board feet of timber products, exclusive of fire wood, is taken from our forests every year. Our total farm products approximate an annual value of 8 billion dollars, and our manufactured products an annual value of 20 billion dollars.

The foundations of our industrial greatness have been cheap and abundant oil, coal, iron, gas, timber, and associated products. The tonnage originating in the Pittsburgh district exceeds that of the four greatest seaports of the world combined—New York, London, Liverpool and Hamburg. We have had a virgin field to work in for a century, and there has been little thought of economical use and conservation. The demands upon Nature have increased in geometrical progression. In the first centuries of the iron age the requirement was less than a pound per capita annually. It reached about 10 pounds at the time of the founding of the English colonies in America. Now it is nearly 600 pounds in the United States, and may be a ton before the end of the present century

the enjoyment of our natural wealth in such a way as will promote the greatest good of the greatest number for the longest time.

"The Commission must keep in mind the further fact that all the natural resources are so related that their use may be, and should be, co-ordinated. Thus, the development of water transportation, which requires less iron and less coal than rail transportation, will reduce the drain on mineral resources; the judicious development of forests will not only supply fuel and structural material but it will increase the navigability of streams and so promote water transportation and the control of streams will reduce soil erosion, and permit American farms to increase in fertility and productiveness and so continue to feed the country and maintain a healthy and beneficial foreign commerce. The proper co-ordination of the use of our resources is a prime requisite for continued National prosperity."

The Commission will make its first report to the President not later than January, and it is needless to say that the appearance of this report is being looked forward to with great interest on the part of every public-spirited citizen. It means the setting up of definite standards toward which we must work if our natural resources are to be conserved. The problems involved are at the very foundation of our National prosperity. They are greater than the trust question, the tariff question, the money question, or the railroad question. We believe that they will be rightly solved, because we have faith in the destiny of our country and the capacity of its people, but to solve them requires all the assistance science can give, broad-minded public service and years of patient effort.

President Reynolds: Gentlemen, I think you will all agree with me that about two-thirds of



HIRAM N. SAGER.

the members who went out of here missed a great treat. If it can be impressed upon everybody who comes to a convention that the greatest benefit to him individually will be gotten by attending the sessions regularly when he comes, and if all can be convinced that the people who have prepared the program have expended a great deal of time and thought in the endeavor to give those who attend the best things available at the time, our conventions would be of a great deal more benefit when held. I am very sorry that they have not all heard this most excellent address; and I know that there is not a man here who has heard it, or one that has failed to hear it, but has been or would have been enlightened by it.

Mr. Rogers, Philadelphia: Mr. President, I move that a vote of thanks be extended to the gentleman who has favored us with this excellent address.

Mr. Wayne: In rising to second that motion I will say that I have a farm in Illinois that is inclined to be rolling; and while I listened to the gentleman who addressed us, I was thinking that I would sell that rolling farm and buy one that was level. I believe I have a pointer from the remark that he made in regard to how to use the land best. I do not propose to lose my farm; I want somebody else to lose it.

Mr. Kellogg: I would like to say that there is no necessity of anybody losing it if he will follow the suggestions in my paper.

The question was taken, and the motion carried extending a vote of thanks to Mr. Kellogg.

President Reynolds: There was a great deal of fun made at the time of President Roosevelt when he called that meeting at the White House; but I guess it will appear in the near future that

"Teddy" was about right and that there is ample work for that Commission to do.

Now, gentlemen, I am going to adjourn this session, and will ask you all to be here promptly to-morrow morning at 9:30 o'clock. We want to keep up these valuable discussions on matters of vital interest. We want everybody to take part in them, and if you have any suggestions "for the good of the order," or any objections to the present order of things, let us have them.

Adjourned to 9:30 a. m., Friday, October 16.

SECOND DAY—MORNING SESSION—OCT. 16.

Convention met pursuant to adjournment and was called to order by President Reynolds at 10 a. m.

President Reynolds: I want to say, slightly in the way of censure, that I hope we can assemble a little more promptly hereafter, and also that you will try to remain until the end of the sessions. Those of you who missed the closing address last night by Mr. Kellogg, representing the Conservation Commission, missed one of the very best things that has come before this convention and are losers thereby. Mr. Kellogg, of course, is not the loser. He presented a very excellent paper and one that would have interested you all. That is just what is likely to happen at any time that you miss any part of any of these sessions. There is something interesting at every session, and this miscellaneous discussion of matters of interest to the trade that are coming up at each session demands your being here, or something will pass by without your having had a say in it or knowing what is being done.

The morning's session opened with a report of the auditing committee, which was submitted by Mr. Austin, as follows:

Your committee begs leave to report that they have examined the books of the secretary-treasurer and find that same agree with his report, showing a net balance on hand in bank, \$1,719.26; cash on hand, \$122.64; total, \$1,841.90. We found vouchers for all disbursements and bank-book balance as per above.

We compliment Secretary Courcier on the manner in which the books are kept.

TRADING IN GRAIN FUTURES.

By H. N. Sager.

President Reynolds: Gentlemen, it has been said that if you give the people time to form their opinion on matters they will generally get right on almost every public question. I think that is true, but the trouble that I have noticed in the matter is that with some questions, if you give people time enough to get right, they may go wrong half a dozen times or more before they finally get right, but in the meantime the public has suffered by reason of not getting right. There is in the country to-day a very strong feeling that trading in grain for future delivery is a menace to the interests of the grain of the country. There are people who have tried very strongly to make it appear that it is a great detriment to the producer. Now, I am not afraid but that at some time in the future the public will get right on this important subject, but at the moment it seems that they are wrong, or else we are wrong. This question is wholly a matter of education, and we must look to the people who are able to educate. Education cannot be disseminated except by teachers. It must be either oral or written. We, therefore, look to the people best qualified to educate in this line, and we are fortunate in having with us to-day Mr. Sager, president of the Chicago Board of Trade, who will address you on this important subject of trading in grain for future delivery. I take pleasure in introducing Mr. Sager.

H. N. Sager, president Board of Trade, city of Chicago: I shall crave your indulgence this morning if, in considering the question allotted to me, I follow somewhat closely my notes, as, contrary to my usual custom, I have reduced to writing what I have to say on this subject, mostly because I wish to quote from several court decisions, from a National Commission, from the President of the United States, and from several United States senators. I think their views on this important question should have great weight, and I therefore naturally wish to quote these gentlemen and these tribunals exactly. Therefore, if I follow my notes rather closely you will perhaps pardon me. However, lest from what I have said you may infer that these quotations will unduly prolong my address, I wish to reassure you on this subject. The quotations, though several, will be brief, and my remarks on this question, important though it may be, will not occupy your valuable time very long.

Mr. Sager then proceeded with his manuscript as follows:

Mr. Chairman and Members of the National Grain Dealers' Association: Gentlemen: It is indeed appropriate that this, the twelfth annual convention of the

On motion, the foregoing report was accepted and placed on file.

GRAIN AND MILL FEED REPORT.

President Reynolds: Gentlemen, the acoustic properties of this room are not the very best in the world and I would ask that you all get up here together. There is going to be something doing, and if you don't hear it over there in the extreme wings it is your own fault. We will have now the report of the committee on grain and mill feed associations, Mr. M. F. Baringer, chairman, Philadelphia, Pa. Mr. Baringer not being present, the report will be read by the secretary.

Your committee on grain and mill feed was not without hope that it would be able to submit to the convention a few suggestions as to changes in the Trade Rules, under which the Grain Dealers' National Association would become an attractive organization for the handling of mill feed as well as of grain; but early this year there was organized a Feed Dealers' National Association, largely on the lines of the G. D. N. A., and dealers who otherwise would probably have affiliated with the G. D. N. A. felt that possibly better results for them would be obtained in a separate association. It was decided by your committee that any movement toward the end we had in view would probably be futile, and we abandoned our efforts.

For this reason we can report no progress whatever, and, in line with correspondence early in the year, we ask that this committee be discharged.

On motion, the above report was received and adopted.

Secretary Courcier then read the following telegram:

New Orleans, La., October 15, 1908.
John F. Courcier, Secretary Grain Dealers' National Association, Southern Hotel, St. Louis, Mo.

Sickness compels my absence. The city of New Orleans and its people invite your Association here for your next annual convention. Nothing will be undone to make it the most successful on record. Plenty of business, pleasure and good things at little cost. Come and accept our Southern hospitality. With success,
HARRY W. BENEDICT.

Grain Dealers' National Association of America, an organization representing the producers, the shippers and the buyers of grain of these entire United States, should be held in this magnificent city, in this great market, located in the very center of the greatest grain producing valleys of our country. It is eminently fitting that in this important gateway of commerce, through which from north to south flows the greatest waterway of this continent and through which from west to east the iron horse carries the bread of our prairies to the artisans of our factories; that here the grain merchants of the North and South, of the East and West, should meet and in a spirit of fraternal co-operation consider the important questions affecting the great industry we represent; assist in the conservation and upbuilding of our nation's commerce, and justify by our words and deeds the trust reposed in us by the great Association whose delegates to this convention we are.

Our lines have indeed fallen in pleasant places in this beautiful city, representing alike the culture and hospitality of the South, the energy and determination of the North. Scarcely more than one hundred years ago where we now sit the wigwam and campfire were the evidences of man's advancement, the canoe the only means of transportation. To-day countless temples of commerce and art lift their proud domes in the glittering sunlight, palatial steamers ply the inland waters, and by cords of steel man has linked together the western and the eastern banks of the "Father of Waters."

What caused this wonderful advance? What magician's wand effected such great changes? Man's faith in the future as the inspiration for his acts of the present. Every phase of human activity is based upon future expectation, future possibility, future results. In literature, education, art, science, the necessities and anticipation of the future largely influence and control the efforts of the present. This is pre-eminently true of commerce, and particularly so of that honorable branch of commerce in which we are engaged; i. e., the distribution of food products throughout not only our own country but also in foreign lands.

Your president has invited me to speak to you on the subject of "Trading in Grain for Future Delivery," and I esteem it at once a pleasure and a privilege to address you on so important a question—one that should interest every citizen of this country, since it affects the price of his daily bread. The time was when dealing in farm produce was simply a spot or cash transaction, when the requirements of the neighboring village were supplied from the adjoining farms, and commerce was merely a local exchange of commodities. But the world moves. To-day the farmer of Nebraska feeds the artisan of England; the wheat of Minnesota furnishes the loaf to the tradesman of Berlin. The granaries of the old world will scarcely hold the constant stream of golden grain annually poured forth from the western land of plenty.

Anything that affects this great business is of vital importance; anything that affects it to the advantage of all concerned is of great public benefit. It

has been said that that man is blessed who causes two blades to grow where but one grew before. I say any institution that by reason of its activities, or any commercial custom that by its practice, enhances the value of his product to the producer, and at the same time and without injury to the producer lowers the cost of food to the consumer, performs a public service and should be commended and encouraged.

Trading in grain for future delivery does this very thing. It is an outgrowth of our enlarged commerce; it is a useful and beneficent evolution of modern business; it is one of the economies of modern methods; it is as necessary to the prudent merchant in eliminating unnecessary risks in merchandising grain as modern machinery is to the practical farmer in raising grain. It is a well-known business principle that profits should be in proportion to risks taken; or, to state the converse, as risks are eliminated profits will be reduced. This is to say, whatever in the merchandising of our crops reduces the risk to the middleman (the grain merchant) leaves nothing to be divided between the producer and the consumer; i. e., enables the merchant to work on a closer margin of profit, and thus results in higher prices paid to the farmer and lower cost of bread to the consumer—a benefit to both, an injury to neither.

When grain immediately after harvest is moving freely to market the buyer must of necessity either protect himself against a possible decline in values by purchasing on a very wide margin of profit, or else insure himself against loss by at the same time selling the grain for either immediate or future delivery. It is practically impossible to sell all the enormous amounts of grain as bought for immediate delivery, so the purchases must be protected, or "hedged," by sales for future delivery, or else the farmer must be taxed through lower prices for the risk the buyer runs in carrying "unhedged" grain through long periods of changing values. The system of selling for future delivery has been very generally adopted; and as a result grain is probably handled by the merchants distributing it at a lower per cent upon its value than any other important article of commerce. I believe I am not far wrong in stating that the average profit to the grain merchant for distributing the grain crops of this country does not exceed one per cent upon present grain values. Compare this with the per cent of profit exacted upon other articles of commerce, where the system of eliminating risk by future trading does not prevail. The system of trading for future delivery is as necessary and as economical to the consumer as to the grain merchant, and is quite generally followed by millers and other large consumers who buy grain heavily in excess of immediate requirements at the time grain is moving to market and supplies can be secured. They at the same time insure themselves against loss in the event of a decline in values by making hedging sales against their holdings. These operations result in a constant and open market for the farmer the year around, based upon world-wide conditions of supply and demand, instead of upon mere local requirements.

In this connection I wish to quote from the report of the Industrial Commission appointed by the United States Government in 1898 to investigate the effects of speculation on the value of farm products. This commission was comprised of five United States senators, five representatives and nine other leading men of the country. Senator Kyle of South Dakota was chairman. The commission reported in part as follows:

"Why has commercial distribution in the United States become so largely identified with the speculative class of trading capitalists? The answer is, that it has been found best for the producing and consuming interests of the community that the risks of distribution should be localized in a separate commercial class whose members are in a position to inform themselves as to all the factors—past, present and prospective—affecting the future course of prices. If the risks of distribution fell upon the farmer, it would increase materially the risks of capital required and thus raise the rate of interest he should have to pay as producer, because increased risks always raise the rate of interest. This would increase the cost of production and would consequently tend to reduce consumption by rise of price to consumers. Such rise of price beyond a certain point would reduce the volume of trade. If consumers assumed the risk of distribution, there would be very inadequate provision for the future. Irregular supply of subsistence soon breaks down the economic efficiency of consumers, besides impairing their regular consuming capacity as customers of the producer. Hence the community, producers, traders and consumers, all suffer together. Producers and consumers together, without the speculative mechanism at work, would have to divide the risks of distribution between them. Neither of these interests is prepared to do this."

Be it remembered that boards of trade or grain exchanges do not as corporations buy or sell commodities. They are merely meeting places where buyers and sellers congregate for the purchase and sale of grain and provisions, and their indispensable function is to fix and enforce the rules for such buyers and sellers. The primary objects of establishing and maintaining boards of trade or grain exchanges are to bring together the buyers and sellers of farm products in the interest of fairness and equity; to facilitate the marketing of grain and provisions and to provide the means for the distribution of such products to the consumer in different sections of the country and in different parts of the world. The aims and purposes, then, of such associations are to promote uniformity in the customs and usages of merchants; to inculcate principles of justice and equity in trade, by correcting and eliminating abuses

in buying, selling, handling, inspecting, weighing and transporting of grain; to facilitate the speedy adjustment of business disputes and to acquire and disseminate valuable commercial and economic information. The legitimate produce exchanges, which are merely meeting places where buyers and sellers congregate to transact their business, perform a vast and beneficial labor for the producer. As an intermediary between the grower and consumer, these exchanges accomplish an enormous saving to both, as is clearly brought out by the experiences of those countries which have attempted to prohibit, by legislative enactment, the buying and selling of grain and other produce for future delivery on the legitimate established exchanges.

The conditions existing in countries having no produce exchanges or speculative markets are extremely unfavorable. For example, take Russia. There are no speculative markets in that country, and at times wheat rots in one section while people starve in the next. Those who have thought out the subject most thoroughly have found, in the buying and selling for future delivery on boards of trade, the solution for the proper concentration and distribution of surplus supplies at right times and places, for such buying and selling insure the farmer an open market at all times and are the basis upon which rests his ability instantly to sell his grain and to sell it at prices quoted on these legitimate exchanges, which prices are established by supply and demand, crop prospects and other normal factors.

During the past year the Argentine Republic, our young and lusty competitor in the great service of feeding the world, realizing from experience how greatly her farmers had suffered from the lack of open competitive buying and selling of grain for future delivery, has established in Buenos Ayres an exchange for the express purpose of assisting in the development of her rapidly growing grain trade and to enable her farmers and exporters to more successfully compete with the United States in the world's markets.

The criticism is sometimes advanced that the operations of the grain exchanges are immoderately speculative and therefore injurious. It may be answered that while such an over-trading on the amount of actual product handled is undoubtedly great, necessity demands that such speculative activity exist. In the few months succeeding the grain harvest the country sends to market the requirements of consumption for a long period; an enormous surplus is stored in sight. Somebody must carry this load. Two classes do this: First, the farmers carry a large part of the crop for varying periods; second, the skilled judges of values on the various exchanges and their following carry that part which the farmers do not choose to hold. If such a custom did not exist, we should be confronted annually with two hurtful extremes of value. First, immediately succeeding the harvest, prices would, in the face of a present oversupply, fall to values below the cost of profitable production; later, however, just before the following harvest, supplies would be exhausted, an eager consumptive demand would then find no adequate supply, and as a result values would leap upward to figures distressing to the poor and burdensome to the rich. Consequently, speculation, merely another name for the act of adjusting supplies to requirements, gradually bringing prices, as it does, from one condition to meet another, is of the utmost importance. Speculation, then, is a natural and legitimate outgrowth of the great system that has been perfected for the marketing of our crops. It is a moderator, checking the greed of holders and placing a firm hand of restraint upon the exactions of buyers. It broadens the market; it makes world conditions the measure of values. It preserves an equilibrium that could be maintained through no other agency, and as carried on under legal restrictions and judicious regulations of the great exchanges it is a factor conducive to the general welfare. The grain exchanges and the system of buying and selling grain for future delivery are a benefit to the farmer, the grain buyer, the miller, the exporter and the entire community. A writer recently, in referring to the matter, said:

"The United States is the greatest surplus producing wheat, corn and oats country in the world. The bulk of the marketable portion of these vast crops is sold by the farmers within a comparatively short period after harvest, and is bought by the warehousemen (big and little) and stored in elevators at terminal markets or in country warehouses and cribs along the lines of various railways, pending the time when it will be needed for consumption or export. These initial buyers, however, rarely want to own the property outright, but make a practice of selling it as purchased from day to day for future delivery on a board of trade or some commercial exchange. As stocks accumulate, the volume of these sales reaches enormous proportions, and right here speculation performs its part by providing buyers; and, according to the number of buyers in the market and the competition between them, values are determined. An order to buy sent to a member of any commercial exchange at once becomes a factor in the market—a price maker. The broker goes upon the exchange and seeks a seller, mind meets mind, a contract is made enforceable under the law—just as bona fide a transaction as buying a carload of lumber. And upon the volume of this class of buying depends the price, more than upon actual supply and demand conditions, at least ten months out of the twelve. The grain exchange, therefore, is a huge piece of time-and-labor-saving machinery. Its benefits are universal in their spread."

In spite of these facts overzealous and misinformed legislators have introduced in the United States Congress bills intended to so control and restrict the sale of grain, provisions, cotton, etc., as will result in

destroying our present methods of marketing our crops. The proposed laws, if passed, will make it a crime for any man to sell or offer to sell grain, provisions or cotton for future delivery unless he has at the time the grain, provisions or cotton in his possession or is growing it on his farm or plantation. Such legislation will close the great grain and cotton exchanges of the country, will drive all speculative buying and selling to the European boards of trade and will deprive our farmers, live stock raisers and cotton planters of the immense advantages of the broad, open, competitive markets now afforded by the exchanges, where millers, exporters, speculators and grain shippers are all bidding against each other. If trading in grain for future delivery is abolished, or so restricted as to prevent speculative selling and buying, the grain crops of the country will then be sold as potatoes, hay, apples and tobacco now are sold. There will be no speculative buyer to absorb the enormous quantities of grain pressed on the markets after harvest, and carry same until demand has overtaken supply, and then grain, like hay and potatoes, will sell at ruinous prices when freely pressed on the market. The miller and exporter will have the farmer at their mercy.

Germany tried it in 1896. The chief provision of the German law was the abolition of buying and selling agricultural produce for future delivery. The result was disastrous. There were no grain markets. The produce section of the Bourse was abandoned. There was no reliable information as to values or prices. In villages ten miles apart the price would vary tremendously. The seller was at the mercy of the buyer, and yet the buyer was justified in exacting an enormous margin of profit, as he assumed unusual risks. He, too, had no ready market to sell in or reliable quotations to guide him. The entire country suffered severely, all business was affected, particularly the farmers', until the Minister of Commerce opened negotiations for a return to the old methods, and the Produce Bourse was reopened in April, 1900. Can we not profit by Germany's costly experience?

During the reign of Edward VI of England, in the sixteenth century, it was enacted by statutes that "whosoever shall buy corn or grain with intent to sell it again shall be reputed an unlawful engrosser and shall for the first fault suffer two months' imprisonment and forfeit the value of the corn; for the second offense suffer six months' imprisonment and forfeit double the value, and for the third be set in the pillory and suffer imprisonment during the king's pleasure and forfeit all his goods and chattels." As late as the year 1800, a man by the name of Rusby was indicted under the common law of England and convicted of the crime of regreting; that is, selling a quantity of corn in the same market in which he had purchased it at an advance in price. Compare the above absurd efforts of the German and English governments to restrict speculative dealing in grain with the deliberate judgment of the Supreme Court of the United States. In the decision of May 8, 1905, giving a sweeping verdict in favor of the Chicago Board of Trade, the Supreme Court said:

"This chamber of commerce is, in the first place, a great market, where, through its eighteen hundred members, is transacted a large part of the grain and provision business of the world. Of course, in a modern market contracts are not confined to sales for immediate delivery. People will endeavor to forecast the future and to make agreements according to their prophecy. Speculation of this kind by competent men is the self-adjustment of society to the probable. Its value is well known as a means of avoiding or mitigating catastrophes, equalizing prices and providing for periods of want. It is true that the success of the strong induces imitation by the weak, and that incompetent persons bring themselves to ruin by undertaking to speculate in their turn. But legislatures and courts generally have recognized that the natural evolutions of a complex society are to be touched only with a very cautious hand, and that such coarse attempts at a remedy for the waste incident to every social function as a simple prohibition and laws to stop its being are harmful and vain."

Also, Judge Grossep of the United States Federal Court, giving a decision in a case (88 Fed. 868) relating to the legitimate established boards of trade, said:

"They balance like the governor of an engine the otherwise erratic course of prices. They focus intelligence from all lands and the prospects for the whole year, by bringing together minds trained to weigh such intelligence and to forecast the prospects. They tend to steady the markets more nearly to their right level than if left to chance and unhindered manipulation."

In 1892, in the United States Senate, Senator Vest of Missouri, who so long and so ably represented this great commonwealth in the Congress, speaking against similar proposed legislation known as the Washburn Bill, said: "I have examined it very thoroughly again and again, and I have been unable to come to any other conclusion than that this measure is one of the most pernicious which has come before the Congress of the United States during my fourteen years of public service. Speaking from my own standpoint, and for myself alone, I would be compelled to give up every conviction I entertain as to the structure of our Government before I could give my sanction to this bill. I would rather explain my vote in every township of Missouri from now until the November election, than to put myself on record in favor of a bill about the unconstitutionality and the vicious tendency of which I have not the slightest doubt."

And speaking against the same bill Senator Orville H. Platt of Connecticut said:

"I believe the principle which is contended for by

the advocates of this bill is the most dangerous principle to the Republic and to the States which within my experience in the Senate has ever been announced. I will go further: I believe, if the principle announced here is adopted and sustained by the Supreme Court, that from that day we may date the decline and ruin of the Republic."

Senator Edward D. White of Louisiana (now a member of the Supreme Court), also speaking against the proposed Washburn Bill in 1892, said:

"In my judgment there has been before the American Congress for many years no more pernicious, no more vicious, no more flagrantly unconstitutional legislation, no legislation more tending to undermine and destroy the very foundations of our Government, and none more calculated to do untold and untellable harm to the people of this great country. The interests which this proposed legislation affect are enormous. The products, the price or sale of which the bill attempts to regulate, run up into vast proportions. My judgment is that if the bill passes the necessary effect will be to reduce the prices obtained by the producers of the country to a considerable degree upon this great sum."

Gentlemen, I am here to defend and uphold legitimate buying and selling grain for future delivery, and I am here to denounce and to condemn gambling upon the possible changing values of grain, betting upon the fluctuations in prices of grain. There is legitimate, desirable and useful speculation, through the actual bona fide purchase and sales of grain, as conducted upon our reputable exchange, and there is in the gambling houses, called in common parlance "bucket-shops," illegitimate, injurious, iniquitous gambling upon the fluctuations in prices, as recorded upon the reputable exchanges. Mr. Isaac F. Marcoson describes the bucket-shops in the following words:

"The bucket-shop is the race track of the speculative game and the operator takes the place of the bookmaker. He bets against the people who entrust their money to him. * * * It is this kind of gambling that has wrought widespread ruin, sorrow and disgrace. The court records everywhere are filled with the stories of men who started on their downward career by losing their savings, or other people's money, in bucket-shops."

Judge Jordan, of the Supreme Court of Indiana, in the case of Indiana et al. versus Bill (149 Ind., 136), said:

"The mischief and evil consequences resulting to the state from the operation of the bucket-shop are almost beyond computation. It ought to be outlawed by statute, as its existence is a menace to society, its operations immoral, contrary to public policy and illegal."

A writer in an article addressed to the members of the Legislature of the state of Missouri for the purpose of inducing them to enact anti-bucket-shop legislation said:

"A bucket-shop is a place wherein are posted, as they occur, the fluctuating prices of grains, provisions and stocks in the great exchanges at the leading commercial centers. Under the guise of a contract to buy or sell one of these commodities, the proprietor of the 'shop' will wager any corner that the price will advance before it declines, or will decline before it advances, to a certain named point. Neither party 'buys' anything. Neither party 'sells' anything. The decision of the wager hangs upon a quotation which is made by men engaged in actual trade, perhaps five hundred or a thousand miles distant, with which the bettors have nothing to do and upon which their wager exerted no influence."

If our legislators desire to stop gambling upon grain values, they should proceed to completely inform themselves concerning the vicious, injurious and immoral practices of the bucket-shops, and enact such legislation as will rid the country of this great curse.

President Roosevelt in a recent message to Congress voiced the sentiment of every member of the legitimate exchanges of the country when he said: "The great bulk of the business transacted on the exchanges is not only legitimate, but is necessary to the working of our modern industrial system, and extreme care would have to be taken not to interfere with this business in doing away with the bucket-shop type of operations."

RELATIONS OF THE HAY AND GRAIN ASSOCIATIONS.

President Reynolds: Gentlemen, I hope we will have just as few leave the hall as possible. The attendance here this morning is certainly encouraging. I have estimated by counting and calculating that there are about 225 in the hall. This would seem small when the registration shows we have about 600 here. There are two very important papers to come before the noon hour, yet we will let you out in plenty of time for noon luncheon, and I hope you will all stay. For many years past there has been a friendly conflict waged in this country for supremacy in commercial lines between the bushel of corn and the bale of hay; and in order that this conflict may continue on friendly lines we have striven in this Association as well as in the National Hay Association to maintain a friendly and co-operative understanding between the two associations. And so I am glad that we have with us to-day Mr. Niezer, president of the National Hay Association, who will address you on the relations of the National Hay and Grain Associations.

Mr. President, ladies and gentlemen: I have been asked by the president of your Association, Mr. Reynolds, to address this convention on the subject,

"Relations of National Hay and Grain Associations." I wish to thank your president for the honor he has so kindly bestowed upon me, and I consider it a pleasure to address you on this occasion.

The relations of National Hay and Grain Dealers' Associations are necessarily very close, as 75 per cent of the members of the National Hay Association are engaged in the handling and shipping of grain, and a large per cent of them are members of the Grain Dealers' National Association. The two associations are vitally interested in the same problems, and their objects are identical.

Both associations are working to bring about the same reforms in business methods, and they should go hand in hand in the work for higher business standards and should work together on all propositions affecting both the hay and grain interests of this country. The old saying is still true, "In union there is strength;" and our two associations, working together for the needed reforms that are apparent to all, and directing their force along wise and conservative lines, will surely accomplish substantial and beneficial results.

Associations of business men, such as the Grain Dealers' National Association, are a good thing so long as their objects are worthy and their policies broad and liberal; and they are a bad thing when their objects and aims become narrow and selfish. It is truthfully said, and the saying will apply to all associations of business men, "Man's success is not measured by what he takes out of the world, but rather by what he puts into the world."

I believe I state a fact when I say that the Grain Dealers' National Association has put a great deal of good into the world and that it has a secure position in the commercial life of this country. It has raised the standards of business; it has within its membership the most honest, upright and intelligent business men in this country, who by associating themselves together have lifted the grain business to a higher plane of business integrity than it had before the organization of this Association.

The Grain Dealers' National Association welcomes to its membership only those who are willing to recognize the great principle of using honest methods in the dealings with their fellow men, and if it should do no more than establish honest standards and instill in its members the principle of absolute honesty in business relations it will have sufficient reasons for its existence.

There are many vexing problems continually confronting the man engaged in the grain and hay business, and his path is beset with trials and disappointments and he is prone to shift the responsibility. Let us see, members of this Association, what steps have we taken looking to a reform in the grading of hay and grain in the various markets? This is a question that is vital to the grain and hay interests of this country and some definite step looking to more uniform grading should be taken immediately. I believe that a fair equitable solution of the question of uniform grades will relieve the grain and hay business of a part at least of the unnecessary burdens that it is now carrying. We should meet this problem as business men, having in mind at all times the shippers' interest as well as the receivers'; for if we would make our associations powerful and beneficial to our members we must enact such reforms that will distribute the burdens as well as the benefits to all.

I believe that the grain and hay interests of this country will be better served by a system of more uniform grading in all the markets; and why delay action on so important a matter?

I trust you will pardon me when I digress from my subject, but I consider the digression an important one.

One of the greatest questions before the people of this country to-day is the question of the development of deep waterways and the canalization of the rivers of our country. Water regulation means rate regulation.

It was my pleasure to attend as a delegate representing the National Hay Association the convention of the "Lakes-to-the-Gulf Deep Waterways Association," held in Chicago the 7th, 8th and 9th of this month. There were over two thousand delegates attending the convention and all were enthusiastic about

this great project. When we take into consideration the fact that from 1895 to 1905, covering a period of ten years, the ton mileage of the railroads of the United States had increased 118 per cent, while the railway mileage over which this additional burden must be carried had increased but 21 per cent, we can readily understand the cause of the congested condition of railroad traffic in this country prior to the panic of last October. It is an admitted fact that the railroads were not able to take care of the traffic of the country, and under normal conditions of business we are sure to have a repetition of the conditions that prevailed prior to last October. The average freight charge per ton mile on all railroads of the United States is a trifle under seven and one-half mills. The same charge on the Great Lakes is about one mill.

The movement for deep waterways and the canalization of our rivers has now reached the stage which demands definite action on the part of our National Government. It is the great work of the age, and the benefits to be derived from this method of transportation cannot be measured at this time.

Deep waterways will surely mean cheaper transportation, regulation of railroads and conservation of our natural resources. As shippers and handlers of the great agricultural products of this country, and standing for all that will advance the commercial interest of our country, at home and abroad, I deem it our patriotic duty to further this great project; and I urge upon this convention to adopt suitable resolutions pledging their united support to the development of deep waterways.

We are here as business men from all parts of the United States representing the great products upon which the prosperity and wealth of our country is based. We are not a mutual admiration society. We have grave problems before us, which must be solved and met by men with patriotic and unselfish motives, and deliberation and firmness should characterize our proceedings and thereby command the approval of our fellow men.

President Reynolds: Gentlemen, I know that you all have it in your hearts to tender a vote of thanks to the National Hay Association for their kindly feeling towards us. I want to say in this connection what I neglected to say at the close of Mr. Sager's most excellent address, that we are fortunate in having had the matter treated by him presented in so concise, intelligent and comprehensible a manner; and I would like to ask Mr. Sager if he will formulate a resolution such as his judgment dictates, that he would like to have to go out to the public on this subject, and that he confer with Mr. Grimes, chairman of the resolutions committee, and have it brought properly before the convention at the right time.

Mr. Wayne: Mr. President, I have a resolution here that I would like to read if it would be in order, in regard to deep waterways. Would it be in order?

Mr. Grimes: I move, Mr. President, that all resolutions coming before this body be brought here by the proper committee on resolutions.

The motion was put and carried that all resolutions be referred to the resolutions committee.

President Reynolds: Mr. Wayne, I am sorry, but we will give you an inning on this later. I will ask the chairman of the committee to announce when they will be ready for report.

Mr. Grimes: I am going to announce an unseemly hour for the meeting of the resolutions committee; but I understand last evening some of the committee did not go to bed at all; and for fear the same thing might occur to-night, I will announce that the committee on resolutions will meet at 11:15 to-night in the secretary's office after the theater. All resolutions may be addressed to Box 130 in the hotel office, and will be handed to the chairman of the resolutions committee.

THE UNIFORM GRADES REPORT.

By E. H. Culver.

President Reynolds: To my way of thinking we have three subjects for consideration at this convention that are pre-eminent above all others in importance. One was the paper by Mr. Sager on "Trading in Grain Futures;" another on the question of uniform grades of grain; and the third, and not by any means the least, is the question of uniform bill of lading. I understand that the committee on uniform bill of lading will be ready to report the first thing this afternoon. We are going now to take up the question of uniform grades, and I would like to have two or three of the delegates over there to get out in the hall and, to use a word coined by P. T. Barnum, "ballyhoo" enough to get this crowd in here. If you do not get your inning now you must forever after hold your peace.

Mr. Grimes: I would like to state that the committee on resolutions will report the first thing in the morning; so that parties who are interested in resolutions that they bring before

the committee are requested to be here and talk on them at that time.

President Reynolds: Your board of directors heard Mr. Culver's paper at their meeting on Tuesday night, and decided that they would like to have the grades of grain, as proposed by the Inspectors' National Association, printed so that they could be put in the hands of each delegate. As soon as Mr. Culver finishes reading his paper these proposed grading rules will be distributed. I hope you will all wait and get them.

I now have the pleasure of introducing Mr. E. H. Culver, president of the Chief Grain Inspectors' National Association. (Applause.)

Mr. Culver: Mr. President and gentlemen of the Grain Dealers' National Association, some of the arguments that I am about to use you have already heard, but they covered the ground exactly from the inspector's point of view.

Mr. Culver then proceeded with his manuscript, after which he read the proposed rules, printed

copies of which are distributed to all present.

Mr. President, Ladies and Gentlemen of the Grain Dealers' National Association:

At the request of the president of this Association I have prepared an argument for uniform grades, showing why they should be adopted.

I will first give a synopsis of the history of the uniform grade movement, taken from the records of the Grain Dealers' National Association. According to the minutes, the subject of uniform inspection was first considered by that organization at its second annual meeting, which was held in Des Moines, Iowa, in 1897. The real father of the suggestion was Mr. E. H. Noble, Chief Grain Inspector for the city of Chicago. At their third annual meeting at the Beach Hotel, Chicago, November 2, 1898, a paper on uniform rules for the grading of grain was presented and the following resolution adopted:

"Whereas, As the different cereals in our markets in the United States vary so widely that it is almost impossible to tell by the inspection at one market on any kind of grain what the same class of grain will grade in some of the other markets; be it

"Resolved, That it is the sense of the members of the Grain Dealers' National Association that we favor inspection rules that will be nearer a uniform and equal basis than at present, and inspection rules that will be more explicit and go more into details than some of the present rules."

At the fourth annual meeting, held at the Grand Pacific Hotel in October, 1899, President McCray in his address said: "We should discuss plans and adopt a measure which would lead to uniform grading in all markets."

At the sixth annual meeting Mr. J. L. McCaull of Minneapolis in his response to an address of welcome said: "We owe it to ourselves to establish a system of weights and grades through the United States at once fair and just to producer, merchant and consumer."

President Lockwood in his address said: "More uniform rules and grading of grain in central markets is a much desired reform, and to that end we have invited the inspectors of the terminal markets to be present and to furnish us with type samples of their different kinds and grades of grain, and from these men we hope to gather much valuable information, and may this prove the beginning of a movement along the line of a more uniform grading."

"The National Association should bring all its influence to bear upon the matter of inspection and see to it that inspection of grain in different markets is brought to a higher standard of perfection than is now in vogue in a great many markets. Inspection of grain when justly made must of necessity be done by a man who has had years of experience along that line, and the inspectors of our grain should be men who have gained their position on account of their knowledge of the cereal they inspect."

At this same meeting Mr. John D. Shannahau, now Chief of the Bureau of Grain Standardization of the United States Agricultural Department, read a paper on uniform inspection rules for grading grain.

President Lockwood in the course of his annual address at the meeting in 1902 said: "The past year has developed in many directions wrath and indignation at the sliding scale methods of inspection practiced in some of our markets, and it is evident that there are just grounds to demand reform. The inspection department, whether a state or exchange institution, should be conducted strictly under civil service rules and free from all personal, political and 'pull' influences. If entirely free from such influences, should there be, under the civil service reform system, any differences in the grading of grain when the price of grain is high, under normal or abnormal conditions? I say, certainly not. Fixed and specific grades should be established and maintained from year to year. The same standards should govern and be applied regardless of prices or crop conditions."

My time is too limited to quote further along this line. As president of the Chief Grain Inspectors' National Association, I will now give you some reasons why uniformity should prevail, from an inspector's point of view.

It was at this meeting that the Chief Inspectors' National Association was organized. There were present at this meeting twenty-six inspectors. They submitted to you rules to govern the inspection of grain. The rules, as a whole, were never adopted by any of the grain exchanges of the country. So you can see that it is with a great deal of reluctance that a chief inspector stands before you to offer any suggestions along the line of uniform inspection.

I will say that I have pledges from thirty chief inspectors for uniform phraseology and uniform application who believe that such uniformity would facilitate the inspection of grain in this country and bring the inspectors themselves down to a more uniform basis. As the rules now read there is nothing definite about them. Some of the words that you leave the chief inspector to construe are:

vary	somewhat	inferior
customary	suitable	strictly
enough	badly	much
warehouseable	judgment	well
practically	prime	some
considerable	unfit	slightly
limited	choice	fair
exceedingly	excessively	fairly
sufficiently	merchandise	greater
moderate	largely	fit
occasionally	allowed	mainly
otherwise	thoroughly	provided
principally	reasonably	

The chief who has these rules with the different wording will apply them as he sees them with his own eyes. You can ship a lot of grain to one market, and one chief will see it one way. You can ship that same lot of grain to another market, and another

chief would see it entirely different. It immediately causes you to sit down and write the market from which you purchased the grain, and you naturally think you have been robbed. You exchange several letters and telegrams and send back samples of the grain. The other market will tell you to ship the grain back, that they are very glad to get the good quality of grain which you have received for the grade. In both instances, under the inspection system which is now in vogue, both inspectors have graded the grain honestly according to their rules. It leaves a very bitter taste and hard feeling between the men doing business and the markets shipping and receiving the grain. Yet the fault, gentlemen, lies entirely within yourselves, as you are the ones who make the rules and make the chief inspectors give a bond to enforce them. I cannot see any reason why No. 2 wheat in Chicago, Kansas City, St. Louis, Toledo, Buffalo, Boston, New York, Philadelphia or Baltimore should not be the same. The same applies to hard wheat. But take some of the markets to-day, and if there is over 10 per cent hard wheat mixed with soft red wheat, it is graded hard, and a miller buying hard wheat gets 90 per cent soft and 10 per cent hard. Instead of placing the blame where it belongs, namely on the different inspection committees, boards of trade and warehouse commissions, for not having more uniform rules, the miller jumps upon the inspector and the inspection department and says that he has been robbed.

I have had within the past thirty days, in my own experience, a lot of yellow corn which was shipped to my market under regular market inspection rules. The inspection rules of the shipping market said that the "Grade of yellow should be seven-eighths yellow," while the rules that govern the receiving market said that the "Grade of yellow should be 95 per cent yellow." The firms which received the corn thought they had been robbed and wrote back to the man who had shipped the corn, in not very endearing terms, which, without a question, will make these men enemies all their lives. These transactions occur every day. It is very expensive to you, it is also wearing and tearing on your nervous system, and making the life of the inspector a "hell on earth."

You cannot wonder at the country shippers demanding uniformity, uniform rules or Government inspection, as it is utterly impossible for them to commit to memory all the different grades of the markets to which they ship. They have awakened to the fact that this can be remedied. Gentlemen, if you do not remedy it, the country shipper is going to ask Uncle Sam to do it for you. As it is now, he buys his grain from the farmer, mixes it all together, and lets it come forward and takes what he calls pot-luck. He does not try to grade it, as he says it makes no difference. If we were all working under one set of rules, he would learn them and make himself familiar with the grades of the country. The chief inspector could attend the state meetings once a year and teach him how to apply these rules. He could then sell you grain of any desired grade, and could fill his contract. Instead, as it is now, a telegram comes back, saying: "Your grain graded so and so, and sold off at from 1c to 10c discount." You cannot blame him for using a few mild words when he receives such a telegram. He, in turn, sits down and writes the chief inspector, saying, "I sent you a choice lot of grain, and it was inspected into your market, which may be all the way from No. 3 to No. 4 Grade, and I have been robbed." He immediately tells his associates and the local association about what has occurred, and they all sympathize with him.

Gentlemen, the same holds good in corn, as the corn rules are in the same condition. Take the rules of the different markets: No. 2 white corn will run from seven-eighths white to 98 per cent white. No. 3 white corn runs from seven-eighths white to 98 per cent white. No. 2 yellow corn runs from three-fourths yellow to 98 per cent yellow. No. 3 yellow from three-fourths yellow to 98 per cent yellow. So you can see what the percentage basis is that the different markets are now working under. It is very misleading to yourselves, buying grain from the central markets, and to the shippers shipping grain from the country to the central market. Under the system now used, an inspector has to pretty nearly guarantee No. 2 corn to keep for an indefinite period, which, to my way of thinking, is wrong.

I think all corn grades should be put on a moisture percentage basis, and that the inspector should grade the corn just what it is at the time he inspects it. He should not be made to guarantee that grade for any future use, as the elevator companies are paid for storage and reasonable care of the grain. Any No. 2 corn coming up to the required standard should have just as much care as No. 3 or No. 4 corn.

Gentlemen, after consulting most of the large millers of the country, I have found that seventy out of every hundred are for uniform phraseology and grades. The millers want a definite and uniform grade of grain in the country, so that when they buy the future wheat from your markets and the wheat is delivered to them, if there is any manipulation in the market, they can have a guarantee that this wheat will grade back into the market they bought it from and that they can send it to any other market for future delivery.

They also claim that uniform inspection benefits the farmer, the consumer, the country grain dealer and the miller. It has a tendency to regulate the price of wheat or corn by giving it a standard value.

I talked with most of these gentlemen at their National Mass Convention, and I begged them to desist from passing any resolutions in favor of Government inspection, as I thought without a doubt that the Grain Dealers' National Association would give them uniform rules and uniform inspection to work under.

The same condition exists in the grades of oats that exists in the corn. For instance, No. 2 white oats in color range from seven-eighths to 98 per cent

white and in weight per Winchester bushel from 25 to 31 pounds. Standard white oats, in weight, range from 27 to 29 pounds. No. 3 white oats from three-fourths white to 95 per cent white and in pounds per Winchester bushel from 22 to 29 pounds. No. 2 mixed oats in weight from 25 to 31 pounds. No. 3 mixed oats from 22 to 28 pounds.

There is just one more matter I wish to bring to your attention, and that is the grain testers now in use in the country. They are not uniform in kind, correctness or any other detail. This leads to a great deal of confusion and dissatisfaction between the countryman and the Western and Seaboard markets. This is especially marked in the line of oats. All clipped oats and one-fourth of the natural oats are handled on the test weight. I should like to see a tester adopted by this convention that would eliminate the differences that now exist.

Now, gentlemen, as president of the National Association of Chief Inspectors, I propose here to introduce a set of rules for the grading of grain which, I believe, if adopted by all the exchanges, warehouse commissions and inspection departments of this country, will solve this great problem which has agitated the minds and disturbed the peace of the grain trade for so many years.

President Reynolds: Now, gentlemen, the question is, in what way do you want to handle this report? You can either consider it now, or, if thought best, you can assign it as a special order of business at one of the later sessions. I want to say in this connection, that personally I am thoroughly convinced that legislation by the national Congress will result this winter if the exchanges of the country do not agree on a uniform phraseology in the classification of grain. I am not at all sure that it will not result so anyhow, but we are in the position of a hunter that only has one gun; we cannot defend ourselves with anything but that one gun. That one gun is the adoption of some change or some plan of uniform grading of grain. I believe that Mr. Merrill and all of the gentlemen who were on the lobby in Washington last year will agree with me that indications all point to something being done at the Congress at the next session. As has been stated several times, they have come to the conclusion there that something is wrong with the grain trade; and in casting about to find that something they have fallen upon this hobby, and whether they are right or wrong, and regardless of what your opinion or mine may be with respect to a uniform grading system, we are up against the proposition and it is, in common parlance, up to the grain trade to show their hand.

Senator Foraker at our last year's meeting in Cincinnati very ably addressed us on matters pertaining to the interest of the grain trade, and used this language: "We in the Congress want to know what is the matter with the grain trade. We want to know what you want; and if you will tell us we will do our very best to give you what you want." (Applause.)

I personally have been censured somewhat for calling a certain conference that met in Indianapolis on the 16th of last December; but I felt confident for sixty days before President Roosevelt delivered his message to the Congress last year that he would have something to say on the proposition of uniform grading. I was in Philadelphia twenty-four hours before that message was delivered, and Colonel Rogers will remember, while he and I agreed on it, that there were at least a dozen members of the Exchange at that time who said it was all nonsense and that the matter was so small and insignificant that the President would have nothing to say about it. You remember, Colonel Rogers, that at that time I said, "Just so sure as a Message comes to the Congress next Monday the President will have something to say about uniform grading." You know what he said.

I said at the first Uniform Grade Congress in Chicago, two years ago—I do not remember just the date—that the grain trade would have to force on them uniform grading under Federal inspection if they did not get at it themselves. I am on record as saying that. I said it from the standpoint of the country shipper. I have been acting during the past year in the capacity of president of this Association, and have had put up to me the question, and responsibility was saddled upon me of doing something to have this Association assume in some measure the responsibility of lobbying for or against the measures that were before the Congress last year. That is the reason I called that conference in Indianapolis. In so far as the board of directors were able to commit this Association to a policy, they did commit it to the policy of opposing Federal inspection; but they have been on record for years in favor of uniform grading. Up to this time it had simply taken the form of resolutions addressed to the different exchanges of the country. The report of the Uniform Grade Congress, setting forth grades very much like these now proposed was adopted by several exchanges of the country, but they were not

universally adopted. This Association has not committed itself to a specific set of rules; but it is now time that we ought to go on record, and before the adjournment of this convention, and commit ourselves to a policy for or against Federal inspection and for or against uniform grading, and we should back up that policy by a set of rules which we dare to lay down and for which we will dare to fight, even to the point of having them carried out by Federal inspection or adopted by the exchanges of the country to defeat Federal inspection by reason of having the exchanges of the country uniform in their methods of grading, and putting ourselves beyond the suspicion of their being any chicanery in inspection rules in general. In other words, we should put it up to the Congress, without asking them to give us what we want, and not leave them to be guided by misguided senators or representatives who think they know something about the grain trade, but whose ignorance is so palpable that there is not a grain man in the country but what must admit it.

Now, gentlemen, here are the rules from an inspectors' standpoint and based on years of experience by the inspectors of the country. They have put them up to you to help you define the position of this Association. What are you going to do about it? Do you want to take it up now or do you want to defer action and get time to study this up and thoroughly digest it? Has anyone anything to say on this subject?

Mr. P. E. Goodrich: Mr. Chairman, I move that we do now adjourn until two o'clock this afternoon and make this subject the special order at that time.

President Reynolds: May I ask you to withdraw the question of adjournment? We do not meet until 2:30, you know. There are a few other reports that ought to be considered first, or we will not get done this afternoon.

Mr. Brandeis: I would suggest that the motion be simply to make this matter the special order of business for two o'clock. I will second the gentleman's motion, provided he will leave out the adjournment part. As a Southern shipper I have not had the opportunity since hearing this report to consult with Southern shippers of St. Louis, Memphis, New Orleans and other places; but I feel confident that we cannot stand, as Southern shippers, a 17 per cent test on No. 2 corn or 19 per cent on No. 3 (referring to percentage of moisture from November 1 to March 1). I just want them to consider that, and then I want to speak on that subject.

President Reynolds: I want to say that the committee on uniform bill of lading asked me to take up that matter immediately on convening this afternoon, but we will follow it after the discussion on uniform grading. I wish you would try and get every man here, because we are going to have all we can do.

Mr. Simpson: From the occasion of the gentlemen going out in such large numbers, it appears they take it for granted that a motion to adjourn has carried. It has not been carried yet. We have the bill of lading matter to consider this afternoon. This matter was brought up for this morning's session and everybody knew about it, and I do not think we ought to make it a special order for this afternoon. Let us take it up right now. Let us have a chance at the bill of lading matter this afternoon. I am going away to-night, and I want to have this considered now. I do not think we ought to adjourn.

President Reynolds: The question now is on the uniform grading matter being made the special order for two o'clock. This does not carry with it an adjournment.

W. N. Eckhardt, Chicago: It strikes me that in order to act on this matter intelligently you ought to have time to consider these rules a little before hand. We cannot consider them as they were read by Mr. Culver this morning. I think probably when we get to it we will want to consider the rules serially. It will take considerable time, and if it is necessary to take up this to-day it might be better to have an extra session this evening; if, on the other hand, it is necessary to take up some other things, it strikes me that it would be very much better in order to arrive at an intelligent solution of this problem to have this made the special order for to-morrow morning. I would like to move that as a substitute.

Chas. D. Jones, Memphis: Some people are going away this afternoon and others to-night, and they want to hear the discussion on this subject of inspection. We have another half hour yet and it will give Mr. Simpson a chance to say something. Why not discuss it for half an hour now, then continue the discussion at two o'clock?

The question of deferring further consideration

of the uniform grading rules until two o'clock this afternoon was now put, and carried by rising vote of 58 to 20.

President Reynolds: Before we adjourn this session there are three or four matters that have to be taken care of. They are of a minor character and can be handled quickly.

Secretary Courcier read a telegram from the governor of Louisiana, as follows:

Baton Rouge, La., October 16, 1908.
Hon. John F. Courcier, City National Grain Dealers' Association, Southern Hotel, St. Louis, Mo.

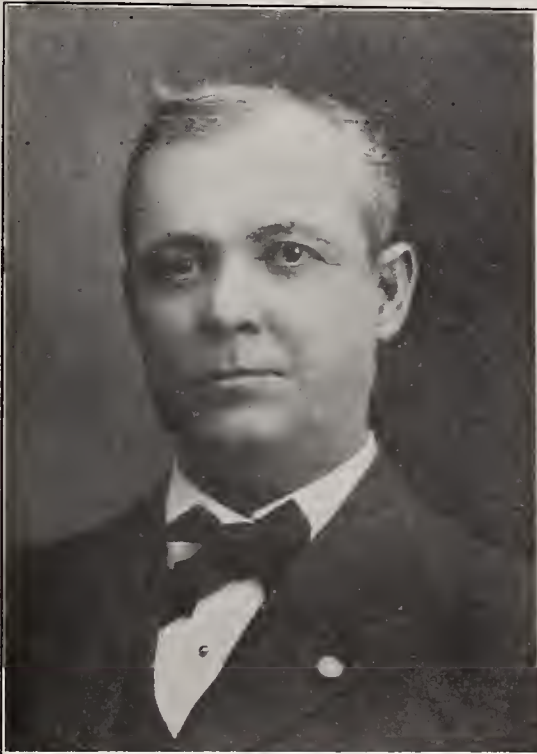
I take great pleasure in inviting your Association to hold its next meeting in the city of New Orleans. I assure you a most hearty welcome not only from the people of New Orleans but of the whole state.

J. V. SAUNDERS, Governor.
Without objection, the foregoing was received and filed.

TRANSPORTATION COMMITTEE REPORT.

In the absence of C. S. Bash, chairman of the transportation committee, the report of that committee was on motion considered as read, and ordered spread upon the minutes as follows:

Your committee on transportation have not been idle in the past year; and while they have not been actively pushing the railroad companies for any changes in present rules or rates, we beg leave to report to your honorable body that we have carefully considered many of the railroad rules which have been criticised by our members, especially as to demurrage and reciprocal demurrage. Your committee are advised that in all probability this question



E. A. GRUBBS.

will have to be referred to the various state organizations to be acted on by the railroad commissions of the various states.

We beg leave to state also that the Interstate Commerce Commission advise us that they are not prepared to take this question up at once, but have asked for time, pending decisions from the courts, which may tend to determine their authority and jurisdiction in the matter.

We beg leave to report a very marked change in the attitude of the railroad companies of the United States in reference to all matters pertaining to rules, rates and the general management of the same.

Your committee have thought best, in view of the discontinuance of many arbitrary rulings by the railroads and an avowed disposition to treat fairly all shippers and receivers, to recommend to your body that a canvass of its membership be made at once by your secretary to ascertain the feelings of the same as to any rules or rates now in force which are considered oppressive or unjust, and that the same be referred to the new committee that is named by the incoming president, and that such committee be asked to take up these matters with the railroad companies with a view of having the same abrogated or changed, and with authority to proceed at once, upon a refusal of the railroad company to correct the abuse, and take the same up with the Interstate Commerce Commission or state railroad commission, as the law may best determine.

Your committee are impressed with the belief that it is the intention and desire of the railroad companies to do anything in their power to facilitate the movement of freight more rapidly and to be more prompt also in the settlement of just claims for losses suffered on account of failure of the railroad companies to give proper service.

Your committee recognize the advantages given the grain trade of this country over all other commodities and feel that an expression of appreciation of the fact would not be out of place at this time. Your committee note with pleasure the various proportional rates made by the railroad companies on grain and grain products from lake and river ports, which are

very advantageous to the trade, both to the consumer and to the producer. We believe, however, that a lowering of the rates in the interior, at many points where only class rates are named, would be welcomed by the trade and would do much to allay public criticism which at present is frequent on account of the railroad companies making such very favorable proportional rates from these lake and river ports and the failure to give any concessions to the interior in harmony with these rates.

REPORT ON TRADE RULES.

E. A. Grubbs, Greenville, Ohio, chairman of trade rules committee, submitted his report, as follows:

The aim of all association work should be and is to institute reforms that will benefit the trade in general; and one of the many beneficial results of our Association work is the present complete set of Trade Rules, compiled by your former committees for the government of our members. In fact, the Trade Rules of the Grain Dealers' National Association now rank near the top. They have been wrestled with since 1902; adopted, revised, amended, and again revised, and are now so nearly perfect that your committee of 1907-1908 has had an easy job, as we see but very little room for improvement.

It has taken no small amount of work on the part of your former trade rules committee to put these rules in their present shape, and we believe they now cover all possible contingencies likely to arise between those engaged in the grain trade. Every dealer should study them carefully. This especially applies to the country elevator man. I venture the assertion that not one-half of the members of this Association have ever read the Rules or given them a second thought. Too many of us wait until some complication arises, and then we search the Trade Rules, trying to find something on "our side" to help us out, instead of studying the Rules beforehand and governing our business transactions accordingly, thereby avoiding the controversy.

We believe it would be well to have a large quantity of these Trade Rules printed and let every buyer send a copy out with his confirmation. By doing this, there will be no excuse for the seller (whether a member or not of this Association) claiming ignorance regarding any of the terms governing the transaction, such as expiration of contracts, how misgrades will be applied, etc.

When all grain dealers—whether they be commission men in terminal markets, track buyers who ship to the interior, or elevator men who buy from the farmer—realize how very important it is to make all their transactions conform to these Trade Rules, at least 90 per cent of the trouble arising from misunderstandings will be avoided. In fact, if the Trade Rules are carried out to the letter, believe we would soon put the arbitration committee out of business.

On motion of Mr. Rogers, above report was received and spread on the minutes.

President Reynolds: I am very thankful to the faithful few who have remained to the end of the session. In regard to handling this uniform grading proposition this afternoon, it must necessarily resolve itself into two divisions: first, that which treats of the question whether the exchanges want uniformity or not. That is the leading question, which I hope can be handled by some one member of each exchange represented. He need not speak authoritatively, but can tell us what the general sentiment of his exchange is as to favoring uniformity. Second, the question, in the event that we decide that we want uniformity, whether this plan proposed meets our ideas of what that uniformity should be. In considering this branch of the matter I wish the exchanges would try to be as generous with each other as possible. Inasmuch as no uniformity now exists, if uniformity is ever to come, some exchanges must adopt different systems from what they have now, and unless there is a compromise of opposing opinions no conclusion will ever be reached. All laws result from a series of compromises. Therefore I will ask the exchanges, in their consultation between now and two o'clock, to try and be generous with each other. Do not let selfish motives rule too completely. Let us try to get at something definite. We will now hear the report of the committee on demurrage. In the absence of the chairman of the committee, Mr. C. B. Riley of Indianapolis, the report will be presented by Mr. Rogers.

COMMITTEE ON DEMURRAGE.

Mr. Rogers: Mr. President, it is certainly to be regretted that a report on so important a matter as that of demurrage should be listened to by so few members; but some of these reports have to be read, and we might as well get through all this as any of the others.

Your committee on demurrage has to report that nothing official has been submitted to its during the year—a very satisfactory condition, doubtless due to the fact that the grain dealers, members of this Association, have been and now are "at peace with all the world," including the car service managers.

This extraordinary condition exemplifies the fact that the question of demurrage is so interdependent upon the matter of car supply that a solution of the latter question will, in so far as the grain dealers are

concerned, be practically a solution of the whole subject.

The general business depression that has held the entire country in its grasp for the past twelve months caused to be thrown into the market more available freight car equipment than at any time in the history of grain shipments. For instance, on October 30, 1907, there was a surplus of 786 box cars in a group of 161 roads. On April 29, 1908, a surplus of 147,971; on August 5, 1908, a surplus of 114,075; on September 2, 1908, 84,644; on September 16, 1908, 58,668.

Now that prosperity is returning and the surplus equipment is disappearing, we may find the committee on demurrage for the ensuing year may have problems to solve that will require much earnest and painstaking energy.

The term "demurrage," as originally employed, referred to maritime law, but has come to be applied to the operations of railroads. As applied to railroads, demurrage is considered a charge for storing freight and caring for it after all the conditions of the transportation have been completed. It is in its nature a penalty also, imposed upon the shipper for not promptly receiving and unloading his freight. The right of the carrier to collect demurrage has been upheld by the courts, upon the theory, largely, that carriers are not warehousemen, and also in order to stimulate the movement of freight so that it will not become congested, either in the freight house or on the tracks, thus retarding the movement of traffic generally. This right to collect demurrage, being well settled by the courts, is acquiesced in by the shipping public generally, as just and proper.

While this is true, there is a general belief upon the part of shippers that demurrage should be reciprocal; that if a carrier is entitled to demurrage in a given instance and the conditions should be reversed, the shipper also should be entitled to collect demurrage. The legislatures of some of the states have recognized the force of this argument and the shippers' demand in the enactment of reciprocal demurrage laws. Some of the state railroad commissions have been charged with the duty of enforcing these laws in so far as they relate to the intrastate transportation. The Congress, however, has not yet assumed the responsibility of promulgating such laws, nor authorized the Interstate Commerce Commission to make and enforce general rules for the accomplishment of this purpose as to interstate traffic. Without expressing an opinion as to the merits and justice of this class of legislation and supervision, it would seem entirely proper to urge uniformity in all demurrage rules and regulations relating to both state and interstate traffic.

Car service associations in each state should be charged with the administration of all demurrage rules for each class of traffic, and in so far as practicable the railroad commission of each state should be charged with the supervision and administration of the laws, rules, etc., affecting each class of traffic; therefore, the aim of this Association should be to encourage, and so far as possible bring about by legislation and otherwise, a uniform system of car service and demurrage rules that will be the same in every state and territory.

A reasonable amount of free time, say 48 hours, should be authorized, with provision for extension or the suspension of payment upon the filing of a proper statement and affidavit, or otherwise, when the carrier is at fault; and possibly when weather or other conditions make it hazardous or impossible to load or discharge cars within the free time. However, all exceptions should be carefully considered and based on an equitable necessity. An appeal should be provided for all controverted matters to some impartial tribunal properly authorized by law, appeals to follow only a failure to adjust or settle controverted matters within a definite time from date of filing affidavit of suspension.

It is the history of grain dealers generally that they have as little trouble with the demurrage question as any class of shippers whose tonnage is of equal magnitude. This is principally due to their facilities for loading and unloading cars. However, this is more the experience of country shippers than of the receivers in the terminal markets, and particularly such markets as strive to handle the maximum amount of business with minimum facilities. Carriers have been justly criticised in the past for trying to conduct a 4-track business with a 2-track equipment, and many think the same indictment should be returned against some of the terminal markets. It might be proper to quote here from an address by the Hon. E. E. Clark, delivered before the Traffic Club of Chicago on October 25, 1907, as the words are pertinent to this subject of car supply, etc.:

"The railways have signally failed to provide facilities with which to properly handle the traffic that has expanded and multiplied in volume so rapidly as to astonish the world. To some extent this is inexcusable, because of the unprecedented increase in the tonnage offered. . . . But is it not true that many, very many, of the shippers have, to a corresponding extent, failed to provide themselves with the facilities which they need to take proper care of the increase and expansion in their own business? Do not many of them demand and expect from the railways extra service in occupancy of tracks, detention of cars on switching, that would be unnecessary if they had provided themselves with proper room for storage and proper facilities for loading and unloading?"

What Mr. Clark says with reference to individual shippers may properly be said of individual terminal markets. The market, or individual, that has neglected to provide itself with facilities for doing its business as expeditiously as its more enterprising competitor should not expect special consideration of its need at the expense of other markets, individuals or car-

riers. Therefore, uniform, fair and equitable car service and demurrage rules should be in force throughout the entire country; and this Association can well afford to assist in their accomplishment.

Mr. Rogers: Mr. President, it does seem to me that the shipper is not fairly treated in the matter of demurrage, and as far as I am concerned I strongly favor some action being taken in the way of forcing reciprocal demurrage.

President Reynolds: I hope you will prepare a resolution along that line, Mr. Rogers. The subjects of uniform grades, uniform bills of lading and shrinkage while in transit would in themselves furnish sufficient material for a three days' meeting, but we must get through with it. I want to say to the faithful few present that I hope you will all try to get a large meeting in the morning to hear Governor Francis. If we continue to give outside speakers who were invited to appear before us, such a small hear-

ing and such disregard as has been the rule in this Association, it will soon be so that we cannot get anybody outside of the ranks to come and address us at all. It is neither right nor courteous. There is no reason under the sun why the grain trade of this country should treat men as we have treated some of the public speakers whom we have asked to address us. We ought to have a good representation here to listen to ex-Governor Francis to-morrow morning. You know him and his standing in the country, and it certainly is due him that we give him a respectable audience and respectful hearing.

Convention now took recess until 2 p. m.

SECOND DAY—AFTERNOON SESSION.

The convention met pursuant to adjournment, President Reynolds in the chair.

NATURAL SHRINKAGE.

By Frank E. Marshall.

President Reynolds: About 46 out of the 58 who voted for that discussion to begin at 2 o'clock are not here, but they will be, I think, in a few minutes, and we will hear the paper on "Natural Shrinkage" before we begin that discussion. It will not require over fifteen minutes. I take pleasure in introducing Mr. Frank E. Marshall, secretary of the Commercial Exchange of Philadelphia.

Your officers have been good enough to invite me to deliver a paper hearing upon the question of the



FRANK E. MARSHALL.

natural shrinkage of grain in transit, for which I shall have to ask your indulgence. I have never gone deeply into the study of mythology, which ought to have some bearing on the question, and flatter myself that a great many of my hearers have investigated the subject no further than myself, hence my shortcomings will not be patent to everyone. I will preface by saying that I cannot give you a technical treatise upon the drying out of grain in transit, and I should not be expected to do so. I understand that General Freight Agent Tustin of the Missouri Pacific Railway has conducted experiments of that character, with a view to publishing a paper in the grain trade press, and even if I were competent to do so, I think it would be improper for me to steal my enemy's thunder. It is not incumbent upon the defendant to prove the plaintiff's case, you will remember if you have had any experience in courts of law, and I will leave to Mr. Tustin the pleasant task of convincing you of the affirmative side of the case. I am willing to agree with Chairman Knapp of the Interstate Commerce Commission, who, when I mentioned the subject of natural shrinkage deductions from claims, said that it was a matter to be proven.

With ourselves of Philadelphia, the question of a demand upon claimants to cover an alleged natural shrinkage is a very new one, and was first brought to our attention by General Claim Agent Arnold of the Lehigh Valley road, when a special committee called upon him to urge the quicker payment of claims, a subject with which some of you may also be familiar. Mr. Arnold came to the Lehigh Valley from the Rock Island road's claim department, and casually mentioned to us that his road was considering the question of demanding an allowance, such as was being generally allowed in the West. One subject at a time was sufficient for our committee, and we forgot Mr. Arnold's suggestion until at the next meet-

ing of our board of directors when one of the number reported that a demand for the allowance had been made upon him by the claim department of the Pennsylvania Railroad Company, and he had been informed that there was to be a general enforcement of the demand by the trunk lines. At this suggestion the subject was entrusted to our special claim committee, whose first action was to procure the signatures of a majority of our principal receivers to an agreement that they would resist, and the next move was to inquire of the claim agents their authority for the demand. The answers we received were neither satisfactory nor explanatory, although Mr. Wilson, the claim agent of the Philadelphia & Reading road, endeavored to justify the practice by saying that it had been decided upon by the New York Freight Claim Conference because "inasmuch as receivers were allowed one per cent by the shippers to cover the variation in outturn at the seaboard, the members of the conference thought it only just that they should allow the railroads one-quarter of one per cent." It is probably unnecessary to tell you that Mr. Wilson's statement of the allowance by shippers to receivers is entirely erroneous, and that the usual allowance to the latter comes in the shape of an Irish dividend, or a shortage.

It next became necessary to consult the law and to ascertain whether we had any fellow-sufferers in other localities. Greatly to our delight we found that the trade papers, such as the "American Elevator and Grain Trade" and the Grain Dealers' Journal, were throwing a few hot shot into the enemy's camp at that time, and that some of the Western grain dealers' associations had just then succeeded in inducing a few of the larger western roads to see the error of their ways and to abandon the practice. Meanwhile, answers to the circular letters which we had distributed from Maine to California began to pour in, with an almost universal endorsement of our position, and we soon found that instead of being alone there was a glorious army of martyrs. What seemed very important was the fact that Chicago merchants were exempted from the exaction, and that an Illinois statute protected the grain men of that state by providing that the carriers are responsible for the full quantity loaded into a car. Less encouraging was the news that a Missouri statute gave the carriers one-half of one per cent leeway. It was confusing to find that the merchants of Duluth were entirely exempted, while those of Minneapolis, in the same state, were fleeced (if I may be allowed the use of that word) all the way from one-eighth of one per cent to one-half of one per cent. Exceptions existed at Minneapolis, where some merchants escaped scot-free, as they personally informed us, with a request that we keep them from any notoriety in this connection. Up in New England a similar condition obtained of a sliding scale or immunity, and at Buffalo we found that they fared as in New England. Some Illinois points reported a contribution of one-quarter and one-half per cent; Ohio varied from nothing to one per cent; Indiana was generally resisting the tax; Kansas was just escaping from bondage; Iowa was fighting with partial success; Nebraska was resisting and by some roads not required to deduct; San Francisco reported that claims were settled on their merits; Spokane said there was no charge; Tacoma reported that grain was expected to gain in weight; the Southwest generally suffered the full extent of the law and a little more; and so on. I will not tax you with all the details, because I have more to say. One of our correspondents wrote us that many receivers in his city were willing to stand the tax because of the very frequent overloading of cars. Loss resulting from overloading is a natural shrinkage of an entirely different character, and if John Smith in Minnesota overloads his cars until they leak out of the doors, the railroads have no right to punish me, living away off in the Quaker City.

Another correspondent, a member of a very large grain shipping firm, wrote that he was willing to concede the demand for natural shrinkage, because his firm did not wish to antagonize the claim agents of the railroads. If we are to submit to every exaction devised by the claim agents of the railroads, I think we should have guardians appointed at once.

In order to get the ball to rolling, we had one of our members make a complaint to the Interstate Commerce Commission against the Philadelphia & Reading road, whose freight claim agent had been

so injudicious as to threaten him that if he did not make the allowance, his claim should be filed indefinitely. One of the committee carried the war into Africa, by entering suit in a local court against one of the roads. We had learned by application to our counsel and elsewhere that the common law was opposed to the contention of the carriers for an arbitrary deduction, and that whenever suits had been brought by claimants who resisted the demand, the railroads had been made to pay in full, and that there was a clause in the Interstate Commerce Act which would protect the rights of the bill of lading holder.

Our former chief inspector, who spoke from an experience of more than forty years in the handling of grain, was quick to deny that there was any justice behind the demand for an allowance to cover natural shrinkage resulting from the usual shipping of bulk grain, and Secretary Quinn of the Tri-state Grain Dealers' Association quoted to us the result of tests made by shippers of over two thousand cars to Minneapolis, Duluth, Milwaukee, Chicago and Kansas City, which showed a loss (not entirely due to natural shrinkage, mind you) not exceeding one-tenth of one per cent. I may mention from my own experience as a grain exporter, in connection with such well-known houses as Gill & Fisher and I. M. Parr & Son of Baltimore and Philadelphia, and Rice, Quinby & Co. of New York, covering in all about twenty years, that I have had occasion at times to examine into the average outturns at foreign ports of grain that we have sold for export. As, when with Parr & Son, I have shipped as much as twenty-five millions of bushels in one year, I ought to know a little about it. Those of you unfamiliar with the export business will need to be told that American exporters guarantee full outturn of the quantity shipped at nearly all of the European markets, and that they make contracts for the supervision and the payment by the European contractors to the buyers of all shortages. At Rotterdam, for instance, the contractors will guarantee to pay all shortages and get their own expenses and profits out of an allowance of, say, one-half to one per cent. Sometimes they charge more, according to the ability of the American shipper to drive his bargain. I figured up the average outturns at Rotterdam for a long period, and found that the actual shortage was one-fifth of one per cent. You may not be familiar with the method of handling grain for export at New York and Philadelphia, but it will suffice to say that if grain can stand the handlings that are incident to the transaction, which are to be loaded into a barge and then be transferred by floating elevator from the barge to the ocean steamer, and then when it reaches destination be transferred to another barge or to the quay, and lose but one-fifth of one per cent, there is no very sound reason behind the contention that it should shrink one-fourth of one per cent during a short railroad haul, in the company's own cars, and weighed upon the company's own scales both at loading and unloading, if the cars are sound and properly sealed.

Sound and properly sealed! That opens another chain of thought. Undoubtedly one great cause of the loss that is occasioned at this time on grain shipments is that of the "Teddy Bears," as some wag has christened the cars that lay idle in sidings in the blazing sun of the past doleful year and should have had some caulking to tighten their seams before being used to transport grain. A boxcar is no more proof against financial depression than its owners. Mr. Dennis of Baltimore, who is with you at this meeting, is authority for the statement that 40 per cent of the cars recently arriving at Baltimore were in leaking condition, and Weighmaster Foss, of the Chicago Board of Trade, recently wrote the Grain Dealers' Journal that 3,500 leaky cars were received at Chicago during the month of August. The shrinkage that follows is very natural, and if the railroads furnish cars that will not hold their cargo, but distribute it over the tracks, you should not be called upon for a general assessment to pay for the carrier's negligence.

Atmospheric and climatic changes may have some slight bearing on the case, but so slight as to be infinitesimal in connection with the short length of time required to transport a car of grain under ordinary conditions of business. If there is a slight loss, at any time, which I do not intend to concede, there must be at other times a slight gain under reversed conditions, and in the end there could be no loss to the railroads of earnings when the business of a year is considered. That is the contention of abler men than myself, as for instance Mr. Hopkins, of the Chicago Board of Trade, and I am glad to be able to make use of his argument. That there is some slight loss in handling grain, not from climatic or atmospheric changes, but from the loss of particles that escape, dirt that sifts out, or otherwise, is generally conceded. As to the slight loss inseparable from handling grain, such as the elevators ask an allowance to cover, variously called dockage or scaleage, this feature is worth examining. Without betraying any secrets, I may say that the custom at Philadelphia is for the elevators to deduct a fixed quantity from the weight of a car, to guarantee them against loss in its delivery. For a car of 66,000 pounds, they deduct 30 pounds; for a car weighing from 66,000 to 100,000 pounds, they deduct 40 pounds, and for a car that weighs more than 100,000 pounds, they deduct 50 pounds. This assessment is not unreasonable, for it averages not more than one-twentieth of one per cent; the recent demand of the railroads for the alleged natural shrinkage, you will note, is more than five times as great. The point I wish to make is, that if the elevator management is content to take so little for a loss that is almost positive in handling grain, why should the railroads require so much for a hypothetical loss?

Let us consider also the loss in blowing grain, and compare that with the exaction for alleged shrinkage.

I can speak confidently of the charge in connection with blowing at Philadelphia, for I have just gone into it with the elevator managers. There is no contention that blowing grain does not cause loss, and to blow a car ought to make it lose as much as would shrink by natural process of climatic or atmospheric change. The charge made for loss in plain blowing at the elevators of the Girard Point Storage Company is a deduction of one pound per thousand pounds, or one-tenth of one per cent. I think it is fair to assume that the natural shrinkage, if it can be substantiated at all, will not exceed that of the simple blowing, and do not consider that it is my duty to produce any more circumstantial evidence. What I wish to emphasize is, that the claim agents must not use the exemption from liability for natural shrinkage to cover other losses. The word "shrink" is defined in the Standard Dictionary to mean, first, "to cause to contract or draw together so as to occupy less space," and the word "shrinkage" is defined as "a contraction of any material into less bulk or dimensions, as of metal by cooling or wood by drying." I do not find in that lexicon any definition of the term "natural shrinkage," as used by claim agents, but if it were there I suppose it would read very simply, that is, it would be defined as "something imaginary."

I have tried to show you what the Quakers think of this demand to cover a mythical loss. The railroads have claimed that the charge was but a small one, like the Scottish girl's fatherless baby, but even one-quarter of one per cent thus donated by grain men would be a serious tax upon a business that frequently yields but a bare commission of one-half cent per bushel for the handling. On a 60,000-pound car the deduction would be 150 pounds, and that quantity, at the present price of wheat, corn or oats, means a loss of dollars; and more than the dollars, it represents a wrong principle and for that reason should be resisted.

At a recent meeting of the National Industrial Traffic League, held in this city in September, Commissioner Lincoln of the Merchants' Exchange said that notwithstanding the Missouri statute, which gave the carriers an allowance of one-half of one per cent to cover shrinkage in transit, he had advised his fellow-members to resist the general demand by the carriers for an arbitrary allowance for natural shrinkage and that course is open to all sufferers. It will be effective if exerted. Upon my return to Philadelphia from that meeting, I found a general clearing of the atmosphere with respect to the natural shrinkage exactions. Our member's suit in the local court had been heard and immediately decided against the railroad, which did not contest the decision. Better than that, the officials of the lines which we had fought so actively had notified us of their withdrawal from the false position toward us which they had maintained, and we were left without a grievance. I for one should have nothing more to say on the subject, but for your kind invitation, which I hope you do not regret after hearing this tedious paper, and for the fact that in other sections, less fortunate because less resistant, there are some of you who are still amerced. Secretary Smiley advised me under date of August 25 that the Kansas grain dealers had succeeded in inducing the Missouri Pacific and Union Pacific to abandon the practice in Kansas, and I think all of the larger western systems have wisely concluded that it was a small business to thus unlawfully tax their patrons, but the Grain Dealers' Journal of September 25 contained a list of C. F. A. and Southwestern lines that would seem to need the money and were still imposing upon the trade, in some cases requiring as much as one per cent to be deducted from claims. I cannot undertake, nor is it necessary, to give a list of these lines, but will cheerfully furnish the advice that if the grain men stand as strenuously and persistently for their rights as the claim agents stand for what is wrong, it will not be long before there will not be one road in the entire country that will dare to fleece the people for the alleged "natural shrinkage."

We have had a harder fight than you will have to make, for we are at the wrong end of the line. The shipper has always a decided advantage over the receiver in the East. You have frequently a chance to work out your own salvation through a choice of routes and the ability to boycott the line that treats you unfairly. A Minneapolis grain man told me recently that his firm would collect claims within four days after presentation, because if any line did not pay up promptly his firm would give its business to other lines that would. The choice of routes which the western man enjoys perhaps explains why the large western roads, like the Rock Island and Santa Fe, were so easily persuaded to quit the practice of taxing claims. For the reason that the three or four roads having terminals in Philadelphia work very closely together, it took our committee three months to convince them of the error of their ways.

When the Interstate Commerce Commission published its uniform bill of lading, we scarcely had time to discover the exoneration from liability for natural shrinkage and discrepancies in elevator weights before the claim agent of the Lehigh Valley road pointed it out as ending the contention against it which we had urged, just as we expected he or some other claim agent would. Chairman Knapp, to whom we presented our objection regarding the presence of the provision in the new bills, very quickly replied that the provision was not new, but had appeared in the bills for a long time in force. We were forced to reply, with all due respect, that we were well aware of the fact, but that inasmuch as the railroads had not until recently attempted to enforce it, which were resisting, we thought that as the new bills were supposed to have been prepared to protect the interests of the bill of lading holders, as well as carriers, they should not have

contained provisions that were not only unfair but unlawful, and which the signature of the shipper required by another provision of the bills would transform into a contract that would conflict with the established law and perhaps burden the bill of lading holder with lawsuits to establish his rights. You will remember that a very large percentage of the grain which you sell to the East is sold on western terms, and after it is shipped you are through with it, excepting in rare cases to have an aftermath of unpleasant criticism of quality or weights. Our Board of Directors has made its stand upon the uniform bills by protesting against, not alone the natural shrinkage exemption, but other objectionable features, and has endorsed the action of the National Industrial Traffic League in recommending to shippers the plain bill of lading prepared by the league. We have done what we could in the premises, and I shall trespass but a little further upon your good nature, excepting to say that Chairman Knapp has prescribed the medicine in the form of a uniform bill of lading which he thinks the grain trade should swallow and endeavor to hold down, and Consulting Physician McCabe of the Pennsylvania Lines West of Pittsburgh has endorsed the prescription as an empiric compounded for the very purpose that it is to be administered. If you shall find that it does not suit your case, after trying the experiment, Chairman Knapp and others of the Commission have promised to hear a complaint against any part of the bill of lading that may be found too onerous.

I shall conclude by thanking you for permitting me to tax your forbearance so long, and by saying that I have tried to show that our members have successfully resisted the enforcement of a demand by the carriers for an allowance for so-called natural shrinkage of grain in transit, and that the whole question was raised and disposed of within three months. If there are any here who are still paying tribute to Cæsar, unwillingly, I hope the way has been pointed out to a remedy, or to a choice of remedies, namely, their local courts or in a simple and inexpensive complaint to the Interstate Commerce Commission. "Who would be free themselves must strike the blow."

On motion of Mr. Wayne, the paper was received, and referred to the committee on resolutions.

UNIFORM GRADE RULES.

First Vice-President Tyng now temporarily took the chair and announced that the special order of business, the consideration of proposed uniform grading rules, was now in order.

Mr. Dower: I wish to ask whether those were indorsed by the last Uniform Grade Congress at Chicago?

Mr. Culver: The grades are not exactly the same. The maximum and minimum qualities are taken from all of the inspection rules in the country and as the grain is naturally inspected at the car after loading out of the elevator, or going into the public elevators in any of the central markets. The terms are the same, but I excluded ambiguous words as far as I could in all the wheat rules; but the barley rules I have no jurisdiction over. They have already been adopted by the Barley Association in America.

Mr. Dower: I know there was a great deal of labor and work done up there by the men who did it; still I do not quite agree with the work that was done. That is the reason I do not want to get myself into an embarrassing position. I happened to be one of the committee at the time.

Vice-President Tyng (in the chair): There is nothing before the house, and in order to consider it in a proper way a motion would be necessary.

Mr. Dennis: I move that the proposition be considered as a whole, and then afterward that each article be taken up separately and discussed. I do not think there is much necessity for discussing the proposition as a whole, as it is very evident that this Association is very favorable to uniform inspection; but there are at least three of the grades that are proposed to be established as uniform that would inflict a severe hardship on the average country dealer throughout this country who ships his corn for export; and I want to call your attention to the fact that during the three years of discussion of this uniform grade proposition there has been a total absence of argument either for or against by the export interests of this country representing shipments of millions and millions of bushels of surplus grain. Now, there is a reason for this. There is nothing that will suit the exporter of grain of this country better than uniform grades. It makes life easy for him. It prevents any reclamations from his buyers on the other side on account of inferior quality on arrival; and as far as the exporter is concerned there is nothing that would suit us better than the adoption of the rules laid down by Mr. Culver as chairman of the inspection committee; but we consider it totally impracticable to establish a uniform moisture test for corn in this country, that is to be shipped for export purposes. We consider it impracticable to define the grade of No. 2 hard winter wheat, No. 3

hard winter wheat and No. 4 hard winter wheat as described in the rules. It would be a very easy thing, you know, to run everything by rule, but you will find it an impracticable and impossible proposition to export from this country on a basis of a moisture test and be fair to the farmer and to the country dealer. You cannot do it. I would like to have this thing discussed by people who handle the corn at point of origin. We are near the Seaboard and have been handling this corn for years, and all these rules, gentlemen, that have been promulgated by this Inspectors' Association, I believe, are in the direction of good, and as an exporter we are in favor of uniformity. As exporters we are perfectly willing to accept even the specifications as to the percentage of moisture. There is nothing that will relieve our business as much as to have definite determination of percentage of moisture in the grades of export corn; but is it practicable? Who is to pay the freight? Who is to pay the cost? That is what I want to know. Now, we have gotten along very well. I have never seen the time yet that the American exporter could not sell the surplus grain of this country. As far as we are concerned, as exporters we are handling a fair proportion of the business. The firm that I represented handled last year 6,000,000 bushels of corn for export, all of which was shipped to people whom we know and who have been on our books for from twenty to thirty-eight years, ever since the firm started. We get from those people a report of the condition of the corn on arrival. The kind of a report we get is a kick when things are wrong; when they are good we do not hear very much from them. I want to tell you, gentlemen, that out of all that corn we shipped last year we only had two complaints, and they were not serious; and every dealer before me now who knows the business knows that we had the worst crop of corn to handle last year that was ever handled out of the United States of America. That is a fact.

Another point. If you establish this moisture test, what does it prove? You never heard of this moisture test five years ago. We shipped corn out of there testing 19 per cent last year that we thought would not carry, and we got a complimentary letter back about the quality of it. We shipped corn with 15 per cent, and got a kick; but I am cordially in favor of any uniformity that this gentleman will recommend. We can live by it, and, boys, if it does not work do not kick. My motion is that the question be considered first in its entirety, and next that we take up the different grades of wheat, oats, corn and barley and discuss them separately.

Mr. Simpson: If I am in order, I would like to be enlightened with respect to how some of these things were arrived at. I think before going to a discussion of this seriatim that we would like to ask a question or two. To my mind this paper is going to be bored so full of holes that it will not hold baled hay. Our friend has offered a suggestion on corn. I have one to offer on corn. I cannot say much about wheat, as I handle very little of it—just feed a few chickens down East. I handle oats more than anything else. It looks to me as though a committee would necessarily need to be appointed, representing merchants who come in direct contact with the people who use the stuff. I want to ask whether the inspectors fixed this up among themselves? Is it just the result of their deliberations or have they taken into their counsels the members of the trade?

Mr. Culver: I will say that at the request of the directors of this Association we were requested to draw up uniform rules as the stuff was actually inspected, and this is taken from the actual inspection basis as the grain is now inspected in the different markets throughout the United States. I realize the point that he wants to get at is with reference to from 2 to 5 per cent dirt on different grades of oats. That is what is being shut out. But I want to tell you that 98 per cent oats are pretty good oats; 95 per cent are pretty good oats; 92 per cent white oats with 5 per cent foreign matter is a choice grade of oats and supposed to be fair to the trade, to the buyer, to the countryman and to the central market man. (Applause.)

Mr. Simpson: Permit me to reply directly to that and read this rule with reference to 2 per cent dirt or foreign matter—that little word "or" in there.

Vice-President Tyng: Gentlemen, the question before us now is how we shall consider this matter. The motion is to consider it first as a whole and afterward by grades.

Mr. Sager, Chicago: Mr. Chairman and gentlemen, I am about to move a substitute motion, that this report be considered seriatim, and I do this because I believe in the principle of uniform grading of grain. I do it because the

Chicago exchange of which I am a member has gone on record repeatedly in favor of the general principle of uniformity in grade; but this motion as now presented and which you are considering, that this be adopted as a whole, I am convinced would require all the members of the Chicago Association here present to vote against it, because while we are in favor of the general principle of uniformity of grades, there are certain things in here which we must oppose; therefore, as the resolution is at present we would have to vote against it. It seems to me that an intelligent way to consider this document is to go through it article by article and ascertain upon what we can agree, and then if you like vote upon the general principle of uniformity of grade. But if you try to push this down our throats as a whole with a great many things in it that many of us must oppose, it will result in the defeat of the whole measure. (Applause.) Therefore I move you as a substitute motion that the consideration of this report proceed seriatim, article by article. (Seconded.)

President Reynolds now resumed the chair and stated Mr. Sager's motion and invited remarks.

Mr. E. Wilkinson, Birmingham, Ala.: I rise not to discuss this question just now but to make a suggestion that it seems to me will economize time. The question as to whether or not this Association is in favor of uniform grades is yet to be established, and it seems to me you have put the cart in front of the horse. Would it not be better to pass upon the question whether or not this Association stands committed to uniform grades, and if it does, then take up the question of grades? Presumably the Association does; but suppose that we stand half a day discussing these grades and then vote down the proposition to have uniform grades, merely to save time I think we should first act upon the question as to whether or not we stand committed to uniform grades.

President Reynolds: Mr. Sager, will you consent to withdraw your motion until the sentiment in regard to uniform grades is tested?

Mr. Sager: Yes.

Mr. Wayne: I move that we vote on the proposition that we are in favor of uniform grades.

President Reynolds: The motion is that we, the Grain Dealers' National Association in convention assembled, favor the idea of uniformity in the phraseology and terms used in the grading of grain.

The question was taken on the above, and the motion carried unanimously.

President Reynolds: We will regard that as the unanimous vote of this Association in favor of the adoption of uniformity in the grading of

grain. We will now recur to Mr. Sager's motion, which is that we take up seriatim this report made by the Inspectors' National Association. Gentlemen, how shall we do that?

Mr. Sager's motion was carried.

[The procedure above indicated was followed Secretary Courcier reading the proposed rules one at a time and the chair inviting remarks in each case. Where no objections were offered the rule was passed. The rules as adopted are printed in Saturday's proceedings.]

Late in the afternoon an adjournment was taken to 8:30 a. m., Saturday, October 17.

LAST DAY—OCTOBER 17.

The convention met pursuant to adjournment, President Reynolds in the chair.

President Reynolds: It has been suggested that we begin with the bill of lading matter this morning, but Mr. Lincoln is not here and so we are not quite ready for that, and I see nothing better to do than to begin right where we left off with the consideration of the grading rules. We will now take up mixed oats.

[Secretary Courcier then proceeded with the reading of the proposed uniform grading rules from a point where the same had been suspended the day previous.]

After some headway had been made Mr. Grimes rose and was recognized by the chair, and proposed a motion referring the whole matter to a committee of seven to be selected by the chair, with the understanding that their decision is a decision of this convention.]

Mr. Eckhardt: The rules on corn are the last to be passed on by this convention, and after we have put in so much strenuous work it does not seem proper that the corn rules should be referred to a committee that would have to report at a subsequent time. It does not seem justice to the people who have stayed here, and it is hardly fair to the Association itself. So far as we are concerned the objection that we have to the classification under these corn rules relates only to the percentage of moisture and percentage of damaged corn; and if there is any disposition to conciliate at all it seems to me there ought to be some fair basis that we might possibly be able to agree on. I think the disposition of the delegates is such that there is no good reason in my mind why we cannot get together. While it may be true that it may consume time, yet it seems to me that this is the most important proposition that we can consider at this time.

Mr. Grimes: Mr. President, I will withdraw the motion because Chicago does not want it.

INTERDEPENDENCE OF CARRIERS AND SHIPPERS.

By L. A. Clark.

The discussion on the rules was then continued until interrupted by President Reynolds, who said:

Now, gentlemen, one of the great benefits to be derived from our Association work is the fact that we allow to be made public our ideas and our inclinations on all matters of importance not only to the grain trade but to the general commerce of the country. If we shut ourselves up within our own narrow confines and allow people outside to think that there is something secret about our business that we do not care to be made public; if in our dealings with the railroads they would think that there might be some secret plans behind closed doors and that we were aiming to control our relations with them by force and secret proceedings, there might be suspicion cast on the earnest efforts that this Association has put forth to reconcile its affairs with the best interests of the railroads and with the best interests of the commerce of the country. Therefore we took the liberty in preparing this program of selecting one or two numbers that would have direct bearing on our relations with the railroads; and I am very happy to be able to have this personal friend of mine who has had years of experience and has given his life to the railroads and railroad business, and more particularly to that branch of the railroad business which has brought him in contact with the people who patronize the railroads, and in later years to be identified in a large way with the railroads themselves. This gentleman I have known all my life, and I take particular pleasure in introducing to you Mr. L. A. Clark, traffic manager of Ball Bros. of Muncie, Ind. (Applause.)

Mr. Clark: Mr. President and gentlemen, it affords me peculiar pleasure to stand before you to-day at the invitation of my friend, Mr. Reynolds, with whom I have had business rela-

tions for many years, those relations being delightfully pleasant at all times.

Mr. Clark then proceeded with this paper, to which the convention gave close attention, as follows:

Our country has just passed through a decade of unprecedented commercial prosperity. For ten years we have witnessed a marvelous growth in all commercial activities that make for national greatness. Our manufacturing industries, large and important as they were ten years ago, have multiplied many-fold in capacity and product. Larger fields of trade have been easily obtained and new and profitable territory opened. Capital has been doubled and in some instances quadrupled. Our commercial activities have moved forward by leaps and bounds even beyond the expectations of the most sanguine optimists. Every useful article of manufacture has suddenly found a larger market and an increased demand. All markets have felt the beneficial effects of this commercial and financial stimulus. The products of the farm and mine, an in fact all wealth-producing sources, have contributed to this progressive and prosperous era. Labor, both skilled and unskilled, is in great demand and finds ready employment at satisfactory wages.

The carriers of our country, in common with all other activities, and as a natural result of this condition of unprecedented prosperity, suddenly found their facilities inadequate for the prompt and satisfactory handling of this vast tonnage which began to increase more than ten years ago. This marked increase in tonnage followed a period of commercial paralysis throughout the country. It came with an unexpected suddenness and volume. The growing demand for facilities in sidetracks, yards, terminals, warehouses, elevators, rolling stock of all kinds, including locomotives of the larger and most improved type, in fact, every facility for the more rapid and satisfactory transportation of this increased and constantly increasing tonnage, became apparent and imperative. This demand was not limited in scope or territory, but came up from every locality in which tonnage was produced or consumed. Its requirements for one year proved wholly inadequate as a basis for estimating the following year's necessities. This problem, which at first seemed easy of solution, became one

of deepest concern. The carriers pressed into service every available car, shops were opened on full force, bad-order cars were repaired as quickly as possible and put in commission. But the increasing demand was from the first in excess of the available supply.

This condition, with very rare local exceptions, continued during almost the entire period named. The carriers were by no means idle. Their redoubled energies to adequately meet this rapidly growing demand were indeed heroic. Money for increased facilities of every character was expended lavishly and without reservation. The steel rail mills had contracted for deliveries far into the future and operated to their maximum capacity. Contracts for freight cars had been placed with the car manufacturers of the country who were running with full force in their effort to fill contracts for such equipment. The builders of locomotives were taxed as never before in their history to meet their contract obligations with the carriers.

Under ordinary circumstances and normal conditions all this would have cost many millions of dollars; but, under the stress of unusual conditions to meet a crisis, this cost was greatly accentuated with no adequate compensation present or prospective for the necessarily increased expenditure other than the hope of increased compensation per ton per mile for the transportation of freight.

Prior to the enactment of the Elkins law and the Hepburn law, particularly the former, the relations between carrier and shipper were mutual and exceedingly friendly. Differences, if any, were local and of minor importance. Congress made rebating and the issuing of free transportation to other than railroad employees illegal. The enforcement of this law necessitated a radical departure from customs which had been in operation for many years. These customs had by long observance become an unwritten law.

To, at least, two classes of beneficiaries of this practice of long standing—the unscrupulous shipper and the professional politician—this new condition was very objectionable. The former could easily adjust himself to the new conditions, and with very rare exceptions this was immediately and cheerfully accomplished. Not so the professional politician. He had been unceremoniously deprived of transportation—a valuable asset—and without recourse. There was no appeal. To be suddenly denied a perquisite, which was at first perhaps in payment of some service, real or imaginary, could not be considered. It had become a fixture in his life, a principle in his school of economics, and was his by right of discovery and possession. On this political perquisite he had grown strong, powerful, influential. He had elected men to office, controlled legislation—state and national—made laws which he executed or nullified at pleasure. He had become the executor of the last will and testament of his political superior and the dictator to those of lesser magnitude. The railroads despised yet dared not cross swords with this modern Goliath of Gath. But the hour came. The government had spoken. The law was inexorable. The permissible had become at the hour of midnight the illegal and must cease.

This politician, for revenue only, true to the instinct of his kind, began at once a campaign of corporate destruction. This beneficiary of corrupt and discriminatory practices for years, now that his graft had ceased by decree of the government, turned his battery of defamation upon his new-found common enemy of "the dear people." The making of laws was by no means a new undertaking to him. Having built up a clientele of more or less influence for his personal use, why should he not use it? He appeared in state legislatures, in the national congress, in magazines, in newspapers, everywhere portraying the deplorable condition of our country. This he claimed was due to the long standing and flagrant discriminations by the arch enemy of the people, the common carriers, against the farmer, the manufacturer, the laborer, and all other interests. He demanded as the only immediate and effective relief the prompt reduction of all rates—freight and passenger—from everywhere to everywhere. There was a demand for more trains, quicker service, and the establishment of railroad commissions where none existed, clothed with power to make, change, reduce or cancel all rates, rules, practices and classifications at will. Orders went forth for new or additional sidings, warehouses, elevators, extensions, and for a lavish expenditure in the increase of equipment. Taxes must be increased and many other acts incident to the political requirements of his party needs be performed, without regard to equity, ownership, necessity, cost, precedent, protest, prosperity, principle or authority of court—state or federal.

This agitator found favorable response in many quarters. A campaign of destruction was organized and vigorously prosecuted in a number of states, the natural result of which, however, was to shake the public confidence in our institutions. The highest and best motives of great men were impugned. Men occupying exalted positions in the affairs of our country, those who mold public opinion and shape legislation, openly charged other great men of equal importance and prominence in our commercial and financial institutions with fraud of the basest kind, even grand larceny of such magnitude as to fairly stagger one in an effort to comprehend. Our judiciary, the bulwark of our national integrity, was openly assailed and mercilessly criticised. This wave of prejudice against railroad corporations in general swept our entire country, submerging in disastrous results the good as well as the evil.

The illegalizing of the special concessions in all of their manifold forms was hailed with delight by every fair-minded man of affairs. He recognized the practice as iniquitous, as dishonest in business, a creator of distrust, the destroyer of confidence, the defender of commercial deception and discrimination, and which at the last meant moral degeneracy and financial bankruptcy. And yet, iniquitous, dishonest

and repulsive as it was, an act of Congress was necessary to end it.

The carriers, with here and there a commendable exception, have for a number of years been charged with many errors. These have varied widely in character and degree. The charge which, perhaps, has been more nearly universal than all others has been that of arrogance, or the unwillingness of the carrier to recognize reciprocal relations and to take the shipper into his council or confidence in matters of great importance involving their mutual good. While it has been truthfully urged that the carrier is under no obligation, legally or otherwise to do this, such a consideration and the spirit prompting it would mark the dawn of a new era, which could not fail of a correct interpretation and just appreciation by all fair-minded men of affairs. The fear that this would cause friction and controversy, resulting more or less disastrously to the carrier, is not based on sound business judgment. It would be an advance step in the direction of that mutual reciprocal alliance between the great interests so essential to permanent and ultimate good to the transportation interests at large. The shippers, as a whole, with the natural exceptions incident to the failure of some to appreciate the importance of such a departure, would earnestly and honestly co-operate in this, in the confident belief that through no agency other than mutual interest and interdependent co-operation can this vexed and troublesome barrier between carrier and shipper be permanently removed.

I am not unmindful of the fact that the carriers



L. A. CLARK.

for years past have been guilty of many errors. They do not claim immunity from righteous criticism. Our railroads are managed by men, just plain men, endowed with no supernatural power or gifts, and are affected by the same influences, conditions and environment as are other men occupying positions of great responsibility. In their anxiety to accomplish satisfactory results for the owners of their property, they have at times committed blunders so glaring and far-reaching in effect as to rouse the opposition of a whole nation. The endeavor to force upon the shipping world the iniquitous provisions of the so-called Uniform Bill of Lading three years ago is a conspicuous example of faulty judgment and of misguided leadership.

The Eastern railroads alone are charged with the responsibility of this error, which precipitated an organized storm of national protest. The Interstate Commerce Commission took cognizance of this movement. Joint committees were appointed, hearings held, able counsel was employed, volumes were written upon either side and every phase of the question fully considered, and after many conferences, covering more than two years, there came forth a jointly signed document based on law, equity and sound business principles, which, with slight modifications, will become the highest legal expression or contract between the two great interests represented. Thus was demonstrated the correctness of the claim that there can be no abiding success for either which has not for its foundation the recognition of our mutuality of interests, the interdependent relations of carrier and shipper.

The railroads during the last few years have been undergoing many favorable changes. The highest officials have become more democratic. The cold reserve of yesterday has given way to the warm cordiality and mutual interests of to-day. The outer sentinel, clothed in conspicuous uniform and reserved dignity befitting the entry way to the executive of yesterday, is to-day absent, while the door swings practically at the will of the busy visitor.

Other conditions, too, are undergoing a change. The people have had time to reflect more seriously and act with maturer judgment and are coming to realize that their business interests have suffered to an extent no man can estimate.

The illy considered anti-railroad legislation of very recent years, for which the roads were in a measure responsible, has cost the carriers many millions of dollars, and, as the result of a partial paralysis of

business caused thereby, the commercial world has suffered beyond the ability of the statistician to express in dollars and cents. The Hepburn Bill, when passed from the lower to the upper house of the national congress, was the crystallization of all the vagaries of professional politicians seeking popular applause. The Senate saved the House in spite of itself. In our misguided zeal to out-Herod Herod in recent years we have unwittingly laid siege to our own citadel. We have crippled our markets and diminished our ability to purchase the products of the farm and factory. We have created a condition which will call forth the best efforts and wisest generalship for years to correct.

As a nation, we are prone to forget the lessons of the past. On the prosperity of the railroads depends very much, even the general prosperity of the entire country. A state or national law or regulation which lays an unnecessary burden upon the carriers affects to a certain degree all business activities. Any unnatural regulations or unjust limitations placed on either interest would of necessity work injury to both, and why this well-known business principle needs to be emphasized so forcibly and called to our attention so frequently is beyond our power to comprehend. Indeed, there is very much indiscriminate and unintelligent criticism of corporations in general and railway corporations in particular. For example: An interesting article from the pen of a so-called expert in economics, portraying abuses and discriminations of the carriers against the common people, finds ready welcome by the publishers of some of our most prominent and influential magazines. They wholly disregard the character of the article, whether it be true or false, and what harm it may accomplish. Through such false representation the mind of the reader is poisoned and becomes unfit for fair and unbiased judgment. All this is fundamentally wrong and cannot be justified by any righteous process of reasoning. Such a condition confronts us to-day, and from its responsibility no one can escape.

The traffic problem of our country is extremely intricate and difficult to solve. Men of rare intelligence and large capacity for solving great traffic problems have given the best years of their lives to this stupendous undertaking and they are willing to admit that there are many complicated and intricate phases of this question remaining unsolved. And yet there are many amateurs clothed with official authority who do not hesitate to prescribe for all the ills which have so greatly and seriously disturbed and perplexed the traffic experts of our country for many years.

Confidence, like character, cannot be acquired in a day, but is a matter of years of growth and development. Confidence once lost cannot be quickly restored. If we have lost confidence in men and institutions we have lost the basic asset of our commercial transactions, without which bankruptcy is inevitable.

But what of the future? Are the interests represented by the railroads and those of the commercial world, now so closely interwoven and interdependent, to grow farther apart year by year to the financial and moral discredit of both? Can we afford to longer permit the widening of this unnatural breach through unwise and unfair legislation which has in localities and times become iniquitous? Shall we, by our silence, by our apparent passive indifference, consent to be enrolled under an unwise and dangerous leadership? There is but one answer.

The railroads of our land constitute a very large and valuable factor in America's commercial greatness, and are just as essential to our material growth and development as they were fifty years ago. When the great movement for railroad expansion swept the country thirty years since, there were 80,000 miles of railroad in the United States. This movement was inaugurated by men of great power, immense wealth and superlative constructive ability. We have now 230,000 miles of railroad—an increase of 150,000 miles in thirty years. Think of this stupendous undertaking and the marvelous material growth to our country because of it. The great American desert of fifty years ago, comprising all that barren vastness lying between the Missouri River and the Rocky Mountains, was pioneered by the railroads. The building of a railroad across this uncivilized, worthless desert was the most marvelous undertaking of the century. No patriotic man can read the history of that enterprise, with all of its manifold hardships and discouragements, which tried men's souls, without recognizing that to the builders of this first transcontinental line and the opening of this great empire of opportunities and possibilities we owe a debt of gratitude which it will be impossible to pay within the next fifty years to come. Not only for the completion of this enterprise, but for the encouragement this great initial accomplishment gave to others in similar undertakings do we owe this debt of gratitude. This whole territory is now crossed and recrossed with many thousands of miles of railroad. This once great American desert is now known for its industrious people, its fertile farms, prosperous villages, towns and cities, the annual products of which aggregate hundreds of millions of dollars in value.

If the carriers have in the past committed serious and almost unpardonable errors, which they do not deny, may it not in justice be said that these advance agents of prosperity, these builders of empires and promoters of business, these producers of wealth and buyers in all of our markets, are entitled to an unprejudiced consideration of every factor affecting their material prosperity by the people of the greatest nation on the globe?

A few months ago we were told that the carriers were facing bankruptcy; that their earnings were falling far below the cost of operation. There are, as everyone knows, certain fixed charges which must be met—business or no business. The carriers, after facing the situation for several months with no immediate prospect of an improved condition, announced

to the world that in order to avoid bankruptcy one of two things was essential, a decrease in payrolls or an increase in the freight rates of commodities handled. This announcement provoked a storm of protest everywhere. To reduce the payrolls would work a serious injury to the more than 1,500,000 of employees and the added millions dependent upon this great industry for the necessities of life. This proposition met with such universal righteous opposition that it was quickly abandoned. What then? There came up from every magazine and newspaper of influence, from commercial organizations, from boards of trade, chambers of commerce, all over the country in every state in the Union, a vigorous protest against the proposed increase. The protest came so quickly and universally as to lead one to believe that the proposition had not been accorded proper and careful consideration. It was and is to-day a question which cannot be determined by the vote of a mass meeting. It is too far-reaching in its scope and vital in its results to consider hastily.

In deciding this matter there are two questions and only two involved. First, is an increase in freight rates essential to the prosperity of the carriers? In support of the carriers' contention they cite us to the great loss of tonnage sustained and the millions of dollars invested in idle power and equipment for which there is no indication of its speedy employment. We are also reminded of the greatly increased cost of operation in their every department; the increased cost of material of every kind in the construction and maintenance of their ways, of the advance in wages which has come about during the past several years, and of their own greatly increased taxes. Second, can a moderate increase in rates be made without doing injustice to the public?

The American people are inclined to be fair and just. They will not knowingly be a party to injustice, unfairness or imposition. That the carriers need more money to meet current obligations is self-evident to all who have cared to investigate conditions. Their source of income is almost wholly from earnings on freight and passenger service. It has been freely conceded that on some commodities the freight rate has been low and could be moderately increased without doing injustice to anyone. A horizontal increase of 10 per cent on all freights would doubtless be harmful and work an injustice. We are informed that such an increase is not now contemplated.

Everyone will readily concede that the carriers are entitled to fair, reasonable and just compensation for services rendered, and anything less than this is a species of confiscation. The conditions surrounding and governing the law of supply and demand, the cost of operation, the density of traffic, etc., is so varied that the rate per ton per mile deemed reasonable in one locality might be so unreasonable in another as to precipitate bankruptcy. There can be no hard and fast rule governing rates. All depends upon conditions which must be the controlling factors in their proper and equitable adjustment. If it becomes a question of a moderate increase in freight rates or bankruptcy for the carriers, I am unalterably in favor of the increase, and as an evidence of my confidence in the honor and integrity of the men who manage these great properties, I am willing to accept their balance sheet as the determining factor in the question. This does not concede their right without protest to arbitrarily and indiscriminately increase rates, but rather that if increase is necessary, as urged, it shall be accomplished where needed without unnecessary sacrifice or injury to the receivers and shippers of freight, and I believe it is possible to accomplish this if entered into in the right spirit, recognizing existing conditions, competition and relative market relations.

The gross earnings from the operation of all railroads for the fiscal year ending June 30, 1907, were \$2,590,000,000. Of this little over 80 per cent, or \$2,075,000,000, was at once put into circulation in the purchase of equipment, supplies and the payment of taxes and wages of employees, etc. Of this \$2,075,000,000 put into circulation, it is a fact that everyone of our more than 80,000,000 of people received directly or indirectly his proportionate share.

In 1897 there were railroad employees to the number of 823,476, who received in wages \$465,601,581, or an average per capita of \$565. In 1907 there were railway employees to the number of 1,672,074 who received in wages \$1,072,386,427, or an average per capita of \$641. The increase in 1907 over 1897 was \$48,598 railway employees, or more than double, and the increase in wages was \$606,784,846. Here we find a net increase in wages earned per capita in 1907 over 1897 of \$76, and by reason of this increased scale of wages per capita the aggregate increased amount of wages earned during the year was \$1,270,776.

The taxes paid by the railroads constitute no small item. In 1897 there were 185,428 miles of road, on which taxes were paid to the amount of \$43,137,844, or a little less than \$233 per mile. In 1907 there were 229,951 miles of road, on which there was paid in taxes \$80,452,000, or \$350 per mile. A very significant item here is the increase per mile of taxes paid from \$233 in 1897 to \$350 per mile in 1907, or an increase of 66 per cent. I am not urging that the former was too low or that the latter was excessive, but am simply giving you the facts which are entitled to consideration in determining the present increased cost of transportation to which the carriers so urgently call our attention and on which they base largely their right to increase rates.

In answer to a recent request of the executives of several of the large systems in the West for authentic, reliable information bearing on the question under discussion, I quote:

From one road exceeding 3,000 miles:

"Congress recently enacted a law, known as the 'sixteen-hour law,' which is intended to regulate the hours of service of trainmen and others engaged in the operation of trains; the law having been con-

ceived and framed with a view of promoting the safety of the traveling public, as well as the railroad employees. Its object is most commendable, but the railroads must be able to earn the money necessary to execute the full intent and purpose of the law. Our assistant general manager tells me that it is necessary to change the location of practically every division point on our system to shorten up the divisions. This means the buying of property in towns where our necessary facilities have heretofore been small, the building up of new yards and the removal and alteration of much of the facilities at the old division points. The actual cost to us will be in round numbers \$850,000. We will also sustain great losses in removing these division points through boycotts instituted by the towns from which we are obliged to remove our terminals, not to speak of the expense of litigation resulting from suits brought by local authorities to prevent us from moving the division points and thus equipping ourselves to obey the federal law at the least expense. However, this is but one item. The increase of wages which we must pay trainmen under this sixteen-hour law will amount to 5 per cent. This, mind you, comes on top of an increase of wages of 24 per cent during the past two years which the railroad managers have felt impelled to allow their employees during the prosperous times. You will also understand that none of this increase can be taken off since the hard times have come because of the influence of the higher authorities in the land. Very recently an additional modification of the agreement between the labor organizations and the managers has added 10 per cent more to the wages of the trainmen, so that between the voluntary increases allowed during prosperous times, the operation of the sixteen-hour law and the recent settlements and controversies with labor, the increase in the scale of wages to trainmen during the past two years has amounted to 39 per cent. We all agree that it is desirable that the workman shall receive liberal compensation for his services, but I think it is equally plain and important that the railroad company's income has got to be increased."

From a line having about 1,000 miles in Texas:

"What is known as the 'Texas full train crew law' will cost us an additional \$2,500 per annum. The Texas eight-hour law will cost us an additional \$8,000 per annum. The Texas Railroad commission's 30-minute order (in relation to passenger train connections) will cost us an additional \$2,000 per annum. The electric headlight laws in Texas will cost us \$66,000, with a very material increase in the annual outlay for maintenance. The federal 'ash pan' law will cost us \$3,600, with a very material increase for maintenance."

An Oklahoma road estimates the cost of what is known as the "Jim Crow" law of Oklahoma (separate waiting rooms and passenger cars for white and colored people will be \$45,000, with increased annual maintenance.

A prominent railroad in Texas paid in taxes in 1905 \$108, and in 1907 \$266 per mile.

A railroad system on its mileage in Kansas in 1902 paid \$240, and 1907 \$366 per mile.

A railroad in Oklahoma, exclusive of old Indian Territory, with 240 miles, was assessed for 1907 on a valuation of \$1,200,654. The same road under the new state formation, with 675 miles, was assessed for 1908 on a valuation of \$25,169,108—an increase of 435 miles, and in valuation nearly \$24,000,000. In connection with this enormous increase in taxable valuation and taxes paid we find that in the state of Texas the tax assessors for their purposes placed a valuation on one road of \$31,000 per mile, while the railroad commission for its purposes affixed a valuation of \$15,000 per mile.

One line of road of a little more than 3,000 miles, located in the West, estimates their actual loss, due entirely to floods, exclusive of loss of business during this present year, at \$850,000.

One of the Southwestern roads during the five years ending last June expended nearly \$8,000,000 in improvements, for which no bonds were sold. This vast sum of money was used to a large extent in improving the property, providing additional rolling stock, equipment, etc., and while the expenditures made tended to produce economy in transportation, is not the company entitled to earn a reasonable interest on this outlay?

The year 1907 over 1897 shows the following increases: Forty-five thousand miles of main track, 32,000 locomotives, 800,000 freight cars; representing an expenditure of more than \$3,500,000,000, 90 per cent of which represents labor. Does the expenditure of this vast sum signify nothing to us? Do we fail to comprehend and appreciate it?

Regulation of railroads of this country, which, with their equipment, represent approximately 13 per cent of the wealth of the nation, has been the order of the day for some little time past, and the railroads have suffered incalculable injury, which is bound to be reflected in inferior transportation service and facilities, and if that is true the unwise regulation is bound to prove a boomerang upon the shipping public. It has always seemed to me that regulation of railroads has too largely been along the wrong lines. It seems that people recognize but one kind of regulation, and that is reduction in rates. It must be admitted that this is a simple and tangible form of regulation, but I am satisfied in my own mind that it is not wise or practicable from the standpoint of the people themselves. I submit that it is of vastly more importance to the merchant, manufacturer and dealer in grain that the railroads be required by the government to provide adequate facilities in their home towns and transport their freight with regularity and dispatch than it is that they shall save in transportation cost 5 cents on a barrel of flour, 1 cent on a bushel of wheat, or 3 cents on a suit of clothes. Would it not be wiser to allow the railroads to earn enough money in order that they might provide proper facilities and service and at the same time secure a fair return on

the investment of the stockholders, if it can be done without appreciably increasing the cost per unit of consumption to the consumer? From all this I draw the conclusion that the regulation of common carriers should take the form of wise and intelligent requirements by our national government as to facilities and service rather than an indiscriminate and unintelligent reduction of earnings.

There are two imperative needs of equal importance to the shipping public. First, adequate facilities for the transportation of freight with satisfactory regularity and dispatch required by the government. Second, fair remunerative rates for the carriers, recognizing always the relative market locations and conditions.

Regarding one of the chief questions which has called forth more discussion than, perhaps, all others, I quote from the speech of President Roosevelt given at Indianapolis May 30, 1907:

"There has been much wild talk as to the extent of the overcapitalization of our railroads. The census reports on the commercial value of the railroads of our country, together with the reports made to the Interstate Commerce Commission by the railroads on their cost of construction, tend to show that, as a whole, the railroad property of the country is worth as much as the securities representing it, and that, in the consensus of opinion of investors, the total value of stock and bonds is greater than their total face value, notwithstanding the 'water' that has been injected in particular places. The huge value of terminals, the immense expenditures in recent years in double-tracking and improving grades, roadbeds and structures, have brought the total investments to a point where the opinion that the real value is greater than the face value is probably true.

"While there have been many instances of gross and flagrant stock inflation, and while, of course, there remain cases of overcapitalization, yet when the statistics of the weaker roads, the overcapitalized roads, are combined with those of the stronger roads and considered in the aggregate, in my judgment, they will not be found to impair the wholesome financial standing and position of the railroads as a whole, and while those railway owners and managers who have enriched themselves by loading their property with securities representing little or no real value deserve our strongest condemnation, on the other hand, our hearty commendation is due those owners and managers—representing, I believe, the large majority—who have, year after year, worked faithfully, patiently and honestly in building up our great systems of railroads, which have knitted together in close commercial and social intercourse widely removed sections of the country and stand second only to the great business of agriculture itself in contribution to national growth and development."

If by reason of unjust legislation, state or national, the imposing of excessively burdensome taxes, or through any cause whatsoever, the purchasing power of the railroads becomes seriously crippled, every market will feel its depressing effect. Railroads are the largest buyers in normal times of steel rails and steel articles, iron, lumber, coal, oils and paints, locomotives, machines and machinery, timber, ties, structural iron and steel work and hundreds of other commodities which go to make up the \$1,250,000,000 annually contributed to the general prosperity of the land.

In this discussion I have not attempted to call your attention to something new, for these facts and figures and many others of absorbing interest are matters of record and easily obtainable. I do, however, desire to arouse the keenest sense of appreciation upon the part of all men to the value of this gigantic industry to everyone, and to its annual contribution to our country's commercial greatness. When this is correctly and intelligently understood we may confidently hope to see the cessation of hostile and destructive legislation between our community of interests. "With the sympathy and co-operation of the business interests of the country a moderate increase in freight rates can undoubtedly be made effective without danger to any department of business activity, and would do more to put in motion the wheels of industry and start the country upon a new era of prosperity than anything else that could possibly be done." I think it can be truly said that the prosperity of the people is so inseparably interwoven with that of the railroads that neither can suffer adversity without harm coming to the other. Nor can either hope for continued prosperity unless the other shares therein.

Shall we not, therefore, conclude that our commercial, our financial and our transportation interests are so interwoven and are so inseparable that there can be no mutual abiding and ultimate success except through the practical and honest recognition and application in business of our interdependent relations? The hour has come and now is when the wisest counsel, the clearest judgment and the most conservative thinkers among us must recognize that our supreme need is an early and equitable solution of this, the greatest of all questions—the interdependent relations of carrier and shipper.

Mr. Rogers: I think every member of the Grain Dealers' National Association present is indebted to you, sir, for so opportunely sandwiching in the address of Mr. Clark. After wrestling with the grades of corn, as we have done for the last twenty-four hours, it was certainly refreshing to hear the address just delivered. Why, if you will believe me, Mr. President, this morning I awoke sneezing, being oppressed in my sleep with the imaginary smell of Culver's No. 3 white oats before we succeeded in getting the word "sweet" inserted. I revived somewhat this morning after the introduction by Mr. Eckhardt of his sulphurized oats resolution. I move you, sir, that a rising vote of thanks be tendered for the able, instructive, in-

teresting and most eloquent address so well delivered by Mr. Clark.

The motion was promptly seconded and carried by unanimous and rising vote.

UNIFORM BILL OF LADING REPORT.

President Reynolds: Now, gentlemen, we are trying our best to expedite matters this morning, but one of the things that we cannot pass over is the uniform bill of lading. Some circumstances work around in a peculiar manner. The gentleman who has just addressed you has been very intimately connected with this bill of lading question that we are going to discuss. That fact was not, however, in my mind when I invited Mr. Clark here. I know this much about it, that whatever objections we may have to the bill of lading proposed, that the men who wrote that bill of lading and who promulgated it were at least trying to make an advancement. We acknowledged that they have made some advancement, and as Mr. Clark is not the kind of a man to resent any criticisms that might be cast upon him or the bill of lading on account of his connection with it, for I happen to know that he was one of the three men that wrote that bill of lading that we are about to consider, and who put it up to the Interstate Commerce Commission, who accepted it without changing one jot or tittle of it; therefore we might get their able criticism and explanation from Mr. Clark as to how this bill of lading was promulgated. We will now have the report of the special bill of lading committee by Mr. Eckhardt.

Mr. Eckhardt: Your committee appointed by the president to consider the matter of uniform bill of lading met immediately after its appointment and had the very able assistance of Mr. Lincoln, traffic manager of the St. Louis Merchants' Exchange. We are very grateful to him for information and a great deal of help in presenting these matters to you.

Our report is embodied in the following resolutions, to which we invite your consideration:

Whereas, The Interstate Commerce Commission, in a report under date of June 27, 1908, Order No. 787, has recommended a Uniform Bill of Lading for adoption and use by all carriers subject to the Act to Regulate Commerce, from and after the first day of November, 1908; and

Whereas, The railroads have notified the shipping public that on November 1, 1908, the form of uniform bill of lading will be put into effect; and

Whereas, The American Bankers' Association has adopted resolutions recommending to its members that they handle for value either "order bills of lading," issued by carriers in the United States, on the form recommended by the Interstate Commerce Commission, or so-called "clean order bills of lading" without conditions, being the form recommended by the National Industrial Traffic League to the Interstate Commerce Commission; and

Whereas, The form of bill of lading recommended by the Interstate Commerce Commission is the result of years of study and negotiation between a committee of carriers and a committee of shippers appointed at the instance of the Interstate Commerce Commission; and

Whereas, The proposed forms of bill of lading are in the direction of greater simplicity although more or less of a compromise between opposing factions; and

Whereas, The Interstate Commerce Commission has stated of the bill of lading that, "The results of practical operation may disclose defects not at present perceived, and further adjudications by the courts may require a change in some of its provisions;" and, "If it proves otherwise under the test of experience the Commission will exercise its corrective authority as to any matter within its jurisdiction;" therefore, be it

Resolved, That we express to the Interstate Commerce Commission our appreciation of their efforts toward securing a more simple form of bill of lading and while protecting against some of the provisions thereof; be it

Resolved, That we recommend to our members a compliance with the recommendation of the Interstate Commerce Commission in the use of the proposed uniform bill of lading; and be it further

Resolved, That the attention of the Interstate Commerce Commission be directed to the following objectionable paragraphs contained in said bill of lading for their investigation and further order compatible with the evidence introduced:

In Section 1, "Discrepancies in elevator weights." These words should be eliminated from the bill of lading as misleading, confusing and creating conflict between shipper and carrier. It is recognized that carriers cannot be held responsible for discrepancies in elevator weights when such discrepancies are due to causes beyond their control, but it is held by shippers that where there is a discrepancy between weight obtained at point of shipment, and accepted by carrier and shipper in good faith, and weighed at point of delivery, it should be a matter of proof as to whether the discrepancy is due to loss of grain while in the possession of carrier or due to causes beyond the control of carrier. By leaving in the words as at present it affords ground for refusal to pay for losses due to negligence of carrier.

In Section 3, Paragraph 2, provision is made for basis to be used in adjustment of loss-and-damage

claims on basis of invoice price at time and place of shipment. Such an adjustment would frequently operate to the loss and disadvantage of shipper and it is recommended that the paragraph in question be so amended as to provide:

"The amount of any loss or damage for which any carrier is liable shall be computed on the basis of the value of the property (including the freight charges, if prepaid), unless a lower value has been represented in writing by the shipper or has been agreed upon or is determined by the classification or tariffs upon which the rate is based, in any of which events such lower value shall be the maximum amount to govern such computation, whether or not such loss or damage occurs from negligence."

In Section 3, Paragraph 3, with reference to presentation of claims. It is held that the paragraph as it now reads is unlawful, as the carrier cannot relieve itself by contract from its statute obligations and the statute of limitations. It is recommended that this paragraph be made suggestive and not obligatory, and should be amended to read substantially as follows:

"Claims for loss, damage or delay should be made in writing by the shipper or has been agreed upon or is determined by the classification or tariffs upon which the rate is based, in any of which events such lower value shall be the maximum amount to govern such computation, whether or not such loss or damage occurs from negligence."

In Section 4, provision should be made for notice of arrival and 48 hours allowed within which time to give disposition instructions before delivery of grain to railroad, public or licensed elevator, and be it further

Resolved, That the Grain Dealers' National Association co-operate with the National Industrial Traffic League to secure the modifications desired and that members of the Association file with the chairman of the bill of lading committee, setting forth in detail such objections as may be found to the conditions embodied in the new uniform bill of lading.

SPECIAL RESOLUTION BY BILL OF LADING COMMITTEE.

Whereas, The carriers in Official Classification Territory, in connection with the adoption of the new uniform bill of lading, have injected into their classification a rule providing that shipments not carried under the terms of the uniform bill of lading will be subject to a 10 per cent penalty in the way of an advance in rates; be it

Resolved, That the Grain Dealers' National Association objects to the incorporation of such rule in the tariffs and classifications of the carriers as unreasonable, unjust and unlawful and that this Association will co-operate with other organizations in securing the cancellation and elimination of said objectionable rule and regulation.

Mr. Eckhardt: We offered that last resolution in view of the fact that the penalty clause as provided in the official classification provides that there shall be a 10 per cent higher rate or penalty charged where the uniform bill of lading is not accepted. We offer that separately because it is not part of the penalty clause of the Interstate Commerce Commission. I move the adoption of the resolution.

The motion was seconded by Mr. Rogers of Philadelphia.

President Reynolds: Have you any remarks? Personally I think that about covers the ground; but before we take a vote on it Mr. Clark has just said something to me that I want him to say to you very briefly on this subject.

Mr. L. A. Clark: Gentlemen, I did not expect to say a word on this matter; but your president asked me my views about it. None of us are satisfied with the bill of lading as it is; that goes without saying. The Interstate Commerce Commission are supposed to go farther. They have asked shippers to accept this as far as they can, that there are changes and amendments yet to follow. This, gentlemen, is only a step in the right direction. There is a strong disposition on the part of the railroads to meet you and meet us more than half way. They are coming to it. We are going to get together on this as we are going to get together on all the other grade problems that have divided us. You are perfectly right, gentlemen, in your suggestions. (Applause.)

Mr. Wayne: Mr. Chairman, referring to the last resolution that Mr. Eckhardt read, I would like to ask him whether that applies to grain shipments?

Mr. Eckhardt: That applies to grain as well as to other commodities, as I understand it.

Mr. Wayne: Will the secretary please read that again?

Secretary Courcier complied, and read the resolution referring to the 10 per cent penalty in the way of advance in rates.

Mr. Wayne: I rise to question that. The Manufacturers' Association of Illinois about four months ago called a meeting on the proposition of these arbitrary raises in railroad rates, and Mr. Levy Mayer of Chicago, a prominent lawyer and attorney for the Manufacturers' Association, intimated that it was very unwise on the part of the Manufacturers' Association to allow the railroad companies in any way to get a rise of freight rates established; and he advised that any advance or any technicality on the part of the railroad companies will be very detri-

mental to the trade, and be advised that all associations unite upon enjoining the railroad companies from putting into effect anything that was objectionable to the manufacturers or shippers. Now it occurs to me that if they are attempting in their uniform bill of lading to inject something there that will impose a penalty on shippers, why, if they get that adopted, it is up to the shippers to get it repealed. I believe that we should insert something here opposing the adoption of that particular point. Mr. Mayer says to enjoin them and then it is up to the railroad companies. I want to call your particular attention to this. He said if they established increased rates on commodities all they have to do is to give the shipper thirty days' notice after the published tariff expires, then such rate is in existence and the shipper has no redress; but if the shipper enjoins the railroad companies, then the railroad companies have got to take the old rate and the matter will be settled later on. Meanwhile the shipper is paying the old rate. Now, I do not know whether this resolution covers that particular point or not, and I just rise to ask if anybody here can enlighten me on that question?

Mr. Ballard: Mr. Chairman, I believe the gentlemen here present would all like to hear from Mr. Lincoln on that subject.

President Reynolds: Before we call on Mr. Lincoln, gentlemen, I would suggest that he be very brief. I shall ask all others speaking on this question to be the same, as we are crowded to the utmost to get through this program. Mr. Lincoln of the Traffic League is here and I would like to have him answer that question very briefly; and if he cares to outline briefly the position of the League in this matter I would like to have him do so.

Mr. Lincoln: I can see that the sentiment of the shipping public generally is expressed in the resolution as relating to the bill of lading. It has a recommendation that the bill of lading which has been recommended by the Interstate Commerce Commission, as that is the tribunal representing the public and the carriers, be adopted under protest as to the exceptional features contained in it. As to the 10 per cent penalty clause, I would state that that is no part of the bill of lading as recommended by the Interstate Commerce Commission; therefore it was the judgment of the bill of lading committee that it should be dealt with under a separate resolution. The bill of lading has been made part of the 10 per cent penalty clause by the interpretation of the rule in the classification and tariffs, and it is felt that feature as to the action of carriers in incorporating in their classification and tariffs a penalty clause where the uniform bill of lading was not used, should be handled separately and distinct and I believe is so handled by the Illinois Manufacturers' Association, with whom I am in close touch, and by the National Industrial Traffic League and other industrial organizations. I might say a great deal on the question of uniform bill of lading, but I do not wish to take up your time.

President Reynolds: We are now on the question of the adoption of the resolutions presented by the bill of lading committee. Are there any remarks?

The question was taken and the resolutions adopted without debate.

President Reynolds: I want to say right here that I hope that the new administration will refer this matter to the transportation committee, or else see fit to continue this bill of lading committee. I want to also say, lest some should think that we are not mindful of these very important matters along the line of railroad legislation and railroad management, that we have under consideration also this shrinkage in transit proposition, the responsibility of railroads for promulgating rates; and the responsibility of railroads for rate quotations made by local agents. All these matters are under careful consideration by the present management of the Association. I hope that the next management will take them up and that the transportation committee will be instructed on these subjects. For fear we may forget, I want to say that in the coming Congress we have something to do and something to expect along these lines. To the country shipper it is vitally important that the rate that he gets is the right rate and the agent who gives it is responsible for giving it.

THE RESOLUTIONS.

Now, gentlemen, I will ask Mr. Grimes, the chairman of the committee on resolutions, to submit the same.

Mr. Grimes: Mr. President and gentlemen of the convention, I would like to preface my report of resolutions by stating that I want you

to carefully consider the resolutions that are read. Sometimes resolutions slip into organizations of this character which when published are regretted. While I do not consider that anything we have here will come under that head, as all have been carefully examined by the resolutions committee before being passed upon, I feel it incumbent upon me to caution you. The committee met at 11:15 last night promptly, all the members being present, and adopted the following resolutions for your consideration.

President Reynolds: You will proceed to read the resolutions, and if no exception is taken to any of them, changes or amendments offered, we will then, when you conclude reading them, pass upon them as a whole. That does not say, however, that there are not some resolutions here that demand careful consideration. We want to go down on the records.

Mr. Grimes then proceeded with the reading of the resolutions as follows:

NATURAL SHRINKAGE.

Whereas, It is the recognized principle of common law that carriers shall not be held responsible for natural shrinkage; and

Whereas, It is the custom on the part of some of the carriers to make an arbitrary deduction when settling claims for loss or damage on grain while in transit on the plea of natural shrinkage; and

Whereas, There is nothing in the law that contemplates an arbitrary deduction for natural shrinkage, and as to whether there is natural shrinkage or not is a matter of proof; be it

Resolved, That we, the Grain Dealers' National Association, object to settlement being made on the basis of an arbitrary deduction for natural shrinkage; and that we shall insist that all claims for loss or damage on grain while in transit shall in all cases be settled on their merits.

INLAND WATERWAYS.

Whereas, Easy and adequate transportation, effective between the producer and consumer, and effective also for carrying the abundant product of the country to the seaboard for shipment abroad, is the first essential to the development of the commerce of the United States; and

Whereas, It has been demonstrated during the past ten years that when business conditions in the United States are normal, the transportation facilities afforded by the railways are utterly inadequate, and it is stated by the great traffic managers of the railways that the development of the railway facilities cannot keep pace with the increasing demand upon these facilities; be it

Resolved, That we urge upon the Congress of the United States the immediate development of the interior waterways of this country and particularly the building of the Lakes-to-the-Gulf Deep Waterway, in order that a thorough system of water transportation may be speedily established.

NATIONAL CORN EXPOSITION.

Whereas, There is to be held in the city of Omaha, Neb., on December 9-19, next, a National Corn Exposition; and

Whereas, Corn is king of grains in the United States; and

Whereas, Every grain dealer, grain producer and grain receiver of the country is interested in the education of the producing and handling of corn; therefore, be it

Resolved, By the Grain Dealers' National Association, in convention assembled in the city of St. Louis in their twelfth annual meeting, that we hereby pledge ourselves as an Association, and as individuals, to the hearty and earnest support of the National Corn Exposition to be held as aforesaid.

CONSERVATION OF NATURAL RESOURCES

Whereas, It is of the utmost importance that the natural resources of the nation shall be comprehensively and vigorously developed and utilized for the promotion of the public welfare, without waste, destruction, or needless impairment, and subject always to their intelligent conservation and the effective preservation of the rights and interests of the future generations of our people; and

Whereas, The political and industrial non-partisanship of the Conservation League of America is insured by the Statement of Principles, the representative character of its officers, and especially by the broad scope of its membership of unofficial organizations vitally concerned with every phase of the conservation movement; therefore, be it

Resolved, By the Grain Dealers' National Association, in Twelfth Annual Convention assembled, that we express our unqualified approval of the objects and purposes of the Conservation League of America, and pledge it our active support in the patriotic and unselfish work it has undertaken. Be it further

Resolved, That our secretary be instructed to send a copy of these resolutions to the Conservation League of America, with the request that the league advise us what, if anything, this organization can do to assist in this important work.

ILLINOIS DEEP WATERWAY.

Whereas, A proposition has been submitted to the electorate of Illinois to vote \$20,000,000 of bonds for the extension of the deep waterway from Lockport to Utica, a distance of about fifty miles; and

Whereas, It is generally believed and understood that in the event that the proposition is carried in Illinois the general government will undertake to complete the deepening of the channel of the Illinois and Mississippi rivers to the Gulf; and

Whereas, In the event of the execution of this proposed Deep Waterway and the completion of the Panama Canal, the Valley of the Mississippi and its tributaries would be opened to the world on the cheapest of all transportation water; therefore be it

Resolved, By the Grain Dealers' National Association, assembled in the city of St. Louis in their twelfth annual meeting, that they heartily, earnestly and unanimously indorse both the proposed extension of the drainage canal by the state of Illinois and the deepening of the channels of the rivers by the general Government, and they hereby pledge their support and most earnest and energetic efforts as an Association, and as individuals, to the furtherance of the execution of the proposed plans for deep-water navigation of the interior rivers of the country.

RATE QUOTATIONS AND RESPONSIBILITY OF CARRIERS THEREFOR.

Whereas, The law provides that a rate as published on file in Washington is a legal rate and a different rate cannot be protected without being in violation of the law; and

Whereas, The law places the burden of responsibility for incorrect rates upon the shipper; and

Whereas, Commercial transactions of the greatest importance and involving large sums of money are predicated upon the transportation rate; and

Whereas, Shippers are necessarily dependent upon agents of carriers for the legal rate to be charged by the transportation company; be it

Resolved, That the Grain Dealers' National Association recommend to the Congress to so amend the Interstate Commerce Act that officers or agents of the carriers be obliged to quote rates in writing upon application and be responsible therefor, and give rates upon bills of lading upon request and be responsible therefor, and that the shipper be permitted to seek reparation by reason of erroneous quotations through the medium of the Interstate Commerce Commission, and to avoid the possibility of favoritism through misquotations purposely made the carrier shall be penalized by a fine.

APPROVAL BY INTERSTATE COMMERCE COMMISSION OF TARIFFS EFFECTING ADVANCE OF RATES BEFORE SAME BECOME EFFECTIVE.

Whereas, The Interstate Commerce Act prohibits the carriers from engaging in transportation except under tariffs prepared, filed and posted to the public in the manner prescribed and prohibits the carriers from charging, demanding, collecting or receiving from any person for any service a greater or less or different compensation than that sum prescribed in such tariff; and

Whereas, The Supreme Court of the United States has enunciated the principle that the courts did not have jurisdiction as to the reasonableness of a lawfully established rate which had not been condemned by the commission, and, should the courts assume jurisdiction in such matters and the commission also, there would be conflict and chaos (Texas and Pacific Railway Company vs. Cisco Oil Mill, 204 U. S. 449); and

Whereas, Many complications growing out of restraining orders issued by Federal courts in their various jurisdictions against rates and tariff regulations of the carriers proposed to be into effect, orders in such cases being limited to the parties before it and to the territory under the jurisdiction of the court; and

Whereas, The granting of such injunctions as to rates, rules and regulations proposed to be put into effect creates as between individuals and communities the very discriminations prohibited by the interstate commerce act, the carriers being placed under the necessity of violating the act or disobeying the court's order; and

Whereas, Litigation harassing to both the carriers and the shippers could be avoided by placing additional power with the Interstate Commerce Commission as to rates, rules and regulations proposed to be effective; be it

Resolved, By the Grain Dealers' National Association that we recommend to the Congress that the Interstate Commerce Act be so amended as to provide that when any advance in a rate or a change in any regulation or practice which effects an increase in its charges and is protested against by complaint to the Interstate Commerce Commission, the Interstate Commerce Commission shall have the power in its discretion to prohibit the taking effect of the advance or change until matters have been finally heard and determined as required by sections 13 and 15 of the Interstate Commerce Act.

RIGHT OF SHIPPERS TO ROUTE FREIGHT.

Whereas, The carriers have established joint through rates and have elected in some cases to reserve to themselves the right to intermediate routing; and

Whereas, Shippers should be able to avail themselves of the routing advertised by common carriers; and

Whereas, The routing of his property is a right and a legitimate asset of the owner; be it

Resolved, By the Grain Dealers' National Association that the act to regulate interstate commerce be amended by the addition of a new section reading as follows:

"Section 1.—(A) That from and after the passage of this Act any shipper engaged in shipping freight in interstate commerce shall have the right and privilege of routing their shipments and of prescribing and directing over what connecting line freight so shipped shall be transported, and it shall be the duty of the initial carrier to observe the direction of such shipper and to cause such freight to be transported over such connecting lines as may be directed and required by such shipper.

"Section 1.—(B) That when freight is shipped in interstate commerce and shipper does not prescribe over what connecting lines the shipment shall be transported it shall be the duty of the initial carrier to charge and collect only the lowest rate published between the points of origin and destination.

"Section 1.—(C) That any carrier violating the provisions of this act shall be deemed guilty of a misdemeanor and fined in any sum not exceeding five thousand dollars."

ERRONEOUS QUOTATIONS.

Whereas, The National Industrial Traffic League through its legislative committee will have introduced before the next Congress a bill to amend the act to regulate commerce, embodying therein the proposed changes in the act as to "Protection of erroneous quotations," "The right of shipper to route freight" and "The granting to the Interstate Commerce Commission of authority to suspend a proposed advance in rates;" be it

Resolved, By the Grain Dealers' National Association that we endorse such bill and will lend our efforts toward having same enacted as a law.

ILLINOIS CORN EXPOSITION.

Whereas, There is to be held in the city of Springfield, Ill., on November 23-28 next, a State Corn Exposition; and

Whereas, The exhibition of the different grains produced in the state of Illinois and their 121 by-products will be an education to which every citizen of the state should lend his interest and support; and

Whereas, The receivers, dealers and handlers of grains are interested with the producers in disseminating to the fullest extent the new methods of cultivation and transportation of grain; therefore, be it

Resolved, By the Grain Dealers' National Association, in convention assembled in their twelfth annual meeting in the city of St. Louis, that we most heartily commend to the consideration of the members and visitors the Illinois Corn Exposition, and urge their interest and attendance.

INFORMATION AS TO LEAKY CARS.

Whereas, The shipper is entitled to all information that affects the quantity of grain to be delivered by the carrier; and

Whereas, It is the duty of those in charge of the unloading and weighing of grain to look for defects in cars and any leakage of grain therefrom and to record and report to the shipper or his representative the results of such examination; and

Whereas, There are some terminal markets that are lax in furnishing this information; therefore, be it

Resolved, That we, the members of the Grain Dealers' National Association, in convention assembled at St. Louis, this the 17th day of October, 1908, do hereby request that all markets furnish the shipper a complete account of any defects in cars; of any evidence of repairs in transit that indicate loss; and of any leakage of grain; and be it further

Resolved, That the secretary of this Association be instructed to forward copies of this resolution to the various exchanges at those markets which are not furnishing car condition reports to the shipper or his representative.

INFORMATION AS TO SPECIAL REPAIRS.

Whereas, Special repairs to cars often are made in transit as to cover up all evidence of loss of grain caused by leakage therefrom; and

Whereas, By these repairs such cars are apparently in good order upon arrival at unloading points, although they have been leaking; and

Whereas, The opportunities of discovering responsibility for such shortages are thereby eliminated unless the railroad car repair records are accessible to the shipper or his representative; and

Whereas, These railroad records are now not accessible either to the owner of the grain or to his agent; and

Whereas, The shipper is entitled to all information that affects the quantity of grain to be delivered by the carrier; therefore, be it

Resolved, That we, the members of the Grain Dealers' National Association, assembled in convention at St. Louis, this the 17th day of October, 1908, do hereby request permission of the railroads for the shipper or his representative to examine their car repair records at the various terminal points; and be it further

Resolved, That the secretary of this association be instructed to forward copies of this resolution to the general traffic managers of all grain-carrying railroads.

PROTEST AGAINST PROPOSED LEGISLATION.

Whereas, The system of buying and selling grain for future delivery as now conducted on the leading exchanges and boards of trade performs a necessary and useful service in the marketing distribution of the crops of our country, beneficial alike to the producer and consumer; therefore, be it

Resolved, That the Grain Dealers' National Association, in convention assembled, protests against the enactment by the Congress of legislation intended to restrict the rights of contract in regard to the purchase or sale of grain and other agricultural products for future delivery as now bought and sold upon the leading exchanges and boards of trade in this country; and the members of this Association request their representatives in Congress to oppose such legislation.

RAISING OF DUES.

Resolved, By the members here assembled, that it approves the action of the board of directors of this organization in which they raised the dues from ten dollars to fifteen dollars a year, as they think it was very wise action on their part, as with the increased funds there is no doubt that much more good can be accomplished for the benefit of the members of this organization.

COMPULSORY ARBITRATION.

Whereas, It becomes necessary for this Association to pass a resolution for the protection of its members who are willing to abide by its decisions against those who act to the contrary; it is hereby

Resolved, That members of this organization who refuse to arbitrate cases when so requested shall be, upon complaint, expelled from the Association after giving the member 30 days' notice.

RECOMMENDATIONS OF THE COMMITTEE ON TRADE RULES.

Whereas, The committee on Trade Rules recommends that copies of the "Trade Rules" in pamphlet form be furnished to the members in such numbers

as they may be able to send out to parties with whom they have dealings, which are made in accordance with the Trade Rules of the Association; it is therefore

Resolved, That the secretary be requested to comply with a recommendation of the members of the Trade Rules committee and arrange to furnish the pamphlets as suggested.

COMMENDING THE RAILROAD COMPANIES.

Whereas, After more or less condemnation on the part of this and other similar associations for the past several years, it is surely a pleasure for this convention to convey to the officers of the railroads of this country commendation for their active co-operation in all requests that have been made that were to the interests of this and other grain associations; therefore, be it

Resolved, By the Grain Dealers' National Association this 17th day of October, that the thanks of all its members be extended to the railroads for the earnest efforts in assisting and complying with all reasonable requests by our members.

REGISTERED TRACER SYSTEM.

Whereas, We have given the Registered Tracer System thorough examination and, after full consideration of the same, find it to afford a simple and most effective device for the accurate and quick tracing of shipment by freight, demonstrated to serve the interest of shippers and carriers alike, showing, with the least possible labor on the part of railroad employes and a minimum expense to shippers, the movements and whereabouts of shipments in transit; and

Whereas, It is the policy of the Grain Dealers' National Association to at all times advocate such reforms and encourage such improved methods as will be conducive to the better and more satisfactory handling of the commodities handled by the members of this Association; and

Whereas, We note with pleasure the spirit of co-operation already manifested by a majority of the transportation companies of the country in authorizing and insuring the prompt furnishing by their agents of information contemplated by the use of the Registered Tracer;

Resolved, That this Association hereby recommend the adoption and use of the Registered Tracer by shippers, where tracing of freight is necessary; and

Resolved, That the railroad companies that have not already authorized and instructed the handling of Registered Tracers by their agents be and are hereby urgently requested to take such immediate action as will insure to users of this system of tracing the universal handling of the same.

RESOLUTIONS OF RESPECT.

It is with very much sadness on the part of the members of this Association that they note the death of Mr. James Rozelle of New York and Mr. John Foley of Milwaukee. In these gentlemen the Association loses active members and men who always took great interest in its affairs.

The Association extends to the families their heartfelt sympathy. And the secretary is requested to send a copy of this resolution to the families of the deceased and spread same on the minutes.

Your committee also desires to call the attention of the convention to the death of Mr. Charles McDonald, who was the inspector at Baltimore. While not a member of this Association, he was one of the active members of the Chief Inspectors' National Association, which is quite a factor in the movements of the Grain Dealers' National Association.

THANKS TO SPEAKERS.

It is the desire of this committee on behalf of this Association, to extend to Mayor Wells and to all the other speakers that have kindly favored this convention with their remarks, the thanks of the convention and to assure them words cannot express the appreciation of the convention for their most excellent efforts.

THANKS TO THE TRADE PRESS.

Your committee would feel that it was dilatory in their duty if they did not extend a vote of thanks to the Grain Trade Press for the efficient manner in which they give to the public, after the convention, proceedings of the same. It is a fact worthy of note that the most complete records are given by the trade papers, and in such a manner that it can be intelligently understood by all who have the pleasure of reading it. We, therefore, think it is right to commend them in the highest manner.

THANKS TO THE PRESS OF ST. LOUIS.

This convention desires to go on record, and it is hereby resolved, that the thanks of the convention be extended to the press of St. Louis for the very efficient manner in which they have handled the proceedings of this convention.

It is pleasant to know that where the convention meets the newspapers take sufficient interest in the workings of the convention to devote a large space to its interest, and surely the press of St. Louis has acted in a manner to deserve the thanks of the Association individually and collectively. And we also desire to mention particularly the excellent work that has been accomplished by Mr. Chas. Quinn, and extend to him the thanks of the Association.

THANKS TO OFFICERS.

This convention desires, through its committee on resolutions, to express to the officers the thanks of the members for the hard and persevering efforts of the officers of the Association during the past year to bring about such reforms as were necessary to the welfare of the members of this organization. President Reynolds deserves special mention for his efficient work, the committee being aware of the large amount of labor performed by him and takes great pleasure in extending to him, on behalf of the Association, their very hearty thanks.

The committee also desires to extend to Secretary Courcier in the same manner the thanks of this Association for his energetic and ever-willing efforts to carry out at all times any matters connected with

the welfare of the Association that has come before him. To say that he has been successful in his efforts would be saying no more than is justly due him.

We, therefore, desire on behalf of the Association to again thank the president and secretary and all other committees for their efficient work the past year.

THANKS TO E. H. CULVER.

Your committee desires in recognition of the earnest and painstaking work on the part of President E. H. Culver of the Chief Grain Inspectors' National Association, to extend to him the sincere thanks of the trade in general for the grade rules that have been brought before this convention. A vast amount of time and expense has been given this subject by Mr. Culver without any compensation whatever except the good of the cause, and it is a pleasure for this committee to recognize his efforts in the manner above.

THANKS TO PRESIDENT SAGER.

Resolved, That the thanks of this convention be extended to President Sager of the Chicago Board of Trade for his very excellent address. And we recommend that a copy of the address of President Sager be published in the trade papers and be attached to and made a part of the minutes of the Association. We consider the address one of the most valuable that has ever been given the public in connection with the operation of legitimate board of trade, and clearly shows that there is no question of the necessity of such institutions.

THANKS TO THE DEPARTMENT OF AGRICULTURE.

Resolved, That the thanks of this convention be extended to the Department of Agriculture at Washington for the excellent manner in which they are now furnishing the trade in general the statistical reports of the cereals and grasses grown in this country. We recognize the vast improvement that has taken place the last three years, and feel that a resolution of thanks is due the Department. The continuation of the improvement in the future will no doubt bring the statistics to such a state that they can be entirely relied upon.

THANKS TO MERCHANTS' EXCHANGE.

Resolved, That the thanks of this Association be tendered to the members of the different committees of the St. Louis Merchants' Exchange for the most delightful manner in which they have entertained the members of the convention in a social way, and also for furnishing every means that could possibly be obtained for the convenience of delegates in oh-

taining information that they desired. It certainly is a pleasure for this committee to voice the sentiments of every member of the convention in extending thanks. Each committee has vied with the others to make it pleasant for all. The ladies have especially requested that a vote of thanks be extended to the reception and entertaining committee. As the ladies expressed it at a meeting, they could not have been better entertained; it has simply been beyond all expectations.

THANKS TO HOTEL ATTACHES.

Your committee, on behalf of the members, desire to extend to Mr. Henry C. Lewis, manager of the Southern Hotel, their thanks for the excellent treatment they have received during their stay. Every attache of the hotel has been courteous and polite and vied with each other in their efforts to please. We are glad to state that they have certainly been successful in their efforts. We desire especially to mention Chief Clerks A. J. Osborne and Benj. C. Fitch, who have used every effort in the office to give courteous replies to all questions and in every way showed their willingness to please our members.

RESOLUTION ON DECORATIONS OF CONVENTION HALL.

The committee on resolutions, as well as the members of this organization, have all expressed themselves as more than pleased with the decorations in the Assembly Hall, and upon inquiry it was found that the credit for these decorations should be given more particularly to Mr. G. L. Graham of St. Louis; and we, therefore, desire to tender Mr. Graham the thanks of the convention for the artistic and beautiful decorations, which have added greatly to the beauty of the surroundings.

RESOLUTION FROM THE LADIES.

Resolved, By the ladies of the Association, that they extend their thanks to the Merchants' Exchange, and congratulate them on their wise selections of the entertainment committee, as they were surely selected with good taste, and they did their work splendidly. The ladies extend their thanks to Messrs. Martin J. Mullally, Lewis Helm and J. B. Bethune, also to Mrs. Mullally, Mrs. Bethune and Miss Hall.

President Reynolds: Gentlemen, the resolutions are before you for consideration. What is your pleasure as to them?

On motion, duly seconded, the resolutions favorably reported by the committee were adopted as read.

THE HIGHER COMMERCIAL ETHICS.

By Hon. David R. Francis.

President Reynolds: Gentlemen, when the city of St. Louis was looking for a man who could solve the difficult problems confronting the city government; when they wanted a man of the first rank in energy, integrity and ability, they looked to the Merchants' Exchange, and the Merchants' Exchange furnished them a grain man. When the history of that administration was recorded and was promulgated throughout the state of Missouri, and Missouri was looking for a governor who could give it the same clean, upright and business-like administration that the city of St. Louis had had, they looked for a grain man. When a president of the United States was looking for a man who could conduct the office of secretary of the interior in that trying time to the credit of that administration, he looked for a grain man.

It has been said—and it is a phrase that is so common that I guess it is now good English—that so and so was from Missouri and “has to be shown;” but sometimes Missouri herself shows; and when the city of St. Louis and the state of Missouri wanted to show to the world the greatest industrial exposition that man had ever conceived or had ever attempted to execute, they looked for a grain man to head the enterprise.

Now, it is peculiarly fitting, when we have a subject up that may come nearer solving all the perplexing questions of inspection and railroad and governmental legislation of all kinds, when we are considering a subject which is more nearly connected with upright, honest, business-like administrations of every kind—namely, higher commercial ethics—we are peculiarly fortunate to have one from our own ranks who has been honored by all these governments and private individuals, who will now address us on the subject of “Higher Commercial Ethics,” ladies and gentlemen, Hon. David R. Francis, ex-governor of Missouri. (Applause.)

Mr. Francis said:

Mr. President and Members of the Grain Dealers' National Association:—The flattering words in which I have been presented to you and the complimentary reception that introduction has met at your hands, reminds me of something I heard a celebrated orator say to an audience which enthused over him a few days ago; and it was this. He said that his reception reminded him of a story that he had heard about a homely girl whose lover had told her she was beautiful. She went to her home, and looking in the mirror thanked God that love was blind!

Now, I am very much obliged to you for the cordial reception you have given me. I suppose I was selected to address this Association and to speak upon this subject because I was originally, or primarily, a grain man and am still. The first employment I

found was in a grain house in St. Louis, which received grain from the West and bought grain for southern planters and southern merchants. It has been thirty-one years and more since I established a grain house in this city, which grain house is still in existence and of which I happen to be the senior member.

The subject upon which I am to address you was not of my selection, but it was assigned me. I do not understand that higher commercial ethics mean that we should elevate or can elevate our standards of commercial practice, because I think that the code of ethics in practice by the grain exchanges of this country has always been high (applause); that there has nothing been done within my recollection or experience to lower it; and I am quite sure that nothing is being done to-day; but that now and in the future the same spirit pervades the organization which has characterized it in the past, that same standard, that same high grade, will, continue to be preserved and observed.

By commercial honor I do not mean honor that has a commercial value. Honor can have no commercial value; no appraisalment of it in dollars and cents can be made; but its value to those who observe it is well known. A man who is deprived of the privilege of membership in these grain exchanges is in worse condition than the mechanic who is deprived of his tools. It means a disruption or breaking off of all commercial relations with his fellows; it means injury to his credit, if not bankruptcy; and it may mean social ostracism. These are the standards that the exchanges in this country have been preserving for many years past.

I do not know that it is necessary upon this occasion, but I cannot refrain from alluding to a subject which has often been a reflection upon the grain trade of this country, namely, bucket-shops. A bucket-shop bears no resemblance to a legitimate board of trade. (Applause.) Upon bucket-shops the transactions are really wagers upon the prices of grain; and seldom if ever are those transactions accompanied by any contemplation of receipt or delivery of the commodity traded in, while on the legitimate board of trade, one properly constituted, will never enforce a contract unless the parties to it when entered into contemplate delivery of the commodity that is traded in. Someone may give an order to a member of an exchange to buy or sell grain for future delivery and may not contemplate receiving it or delivering it; but the member of the exchange who executes the order, if he is a law-observing merchant, if he is intelligent and knows what his duties are, never loses sight of the fact that when he executes that order he enters into an obligation to receive the grain that he buys and to deliver the grain that he sells, and until that obligation is discharged the transaction is never consummated. I think that those who have always been inveighing against the buying and selling of grain for future delivery are either prejudiced or narrow-minded. Those who wager upon the price of grain in bucket-shops are only indulging that gambling spirit which seems to pervade the human race and which seeks gratification in any line of adventure.

I do not mean to say that occasionally there may not be excuse or justification for buying a privilege or selling a privilege, a "put" or a "call," in order to protect a man in some large transaction that is consummated; but I do say that the exchange that encourages daily transactions in these privileges is lowering the dignity of the grain trade (applause), and that no well-regulated exchange will enforce any contract that is the result of a privilege. It is just these practices, my friends, that has brought our business into disrepute; it is such practices as these that cause other people to misunderstand us.

We wish to maintain the record that has been made in the grain trade. In the political conflict which is now going on all over the country—and which unfortunately every four years disturbs business and unsettles values, but which does so less and less, I am glad to say, from time to time—whenever these contests, as I say, are being waged and each party is predicting that the success of its opponent means disaster to the country, all agree that the wealth of the country is produced by those who till the soil or delve in the mine. We take no issue with that; but we do say that we who handle the raw products of this country yield place to no other class, or to any other line of business in what we claim to contribute to the wealth of the country. (Applause.) The farmer may plant and the railroad may water; but it is the merchant that gives value to the product and brings the raw material to the hands of the manufacturer.

Before railroads were, before the potentialities of steam were applied on land or on sea, the grain merchant was. And now that the ox-team has been supplanted by the locomotive and the pack-horse has been replaced by the dynamo, the grain merchant is still merchandising grain, ready at all times to buy it from the producer, and ready also to deliver to the consumer when demand requires. That is the record that the grain merchants of this world have made from the beginning and which has been maintained in the United States since our independence was acknowledged. It has kept pace with all the advances in science and with all the changes in the laws of the country.

Look at some of the men within my recollection even, who have been honored members of the Grain Dealers' National Association of the United States, or were grain dealers before the Association was organized. When nearly a third of a century ago I established the house which still exists, I remember well who were my main correspondents. In the city of New York they were David Dowse & Co. and Franklin Edson & Co. David Dowse has joined the great majority, but he had attained a position of eminence in the community in which he lived, and no man in the metropolis of the country was more highly respected and beloved than was David Dowse. His partner, Mr. Alexander E. Orr, survives him. Mr. Orr is no longer engaged in the grain business, but to-day he enjoys the confidence of the people of New York to as great an extent as any citizen within the limits of that city. When they were facing the problem of congestion in the business districts and the subway was projected, Mr. Orr was made a member of the subway, and it was his genius that guided it. He commanded the respect of the people and of the municipal authorities. He solved the problem; and when later one of the great life insurance companies of this country, as the result of a premeditated attack, was about to lose the confidence of the people, Mr. Orr was called to the helm and he steered it safely through its difficulties. Mr. Franklin Edson has also joined the great majority. He was a grain man in New York, and he was honored by the people of that city in being elected its mayor. In Baltimore my main correspondent was Gill & David. John Gill still lives, he is respected in Baltimore and is the president of about the largest financial institution of that city or section. In Chicago my correspondents were McCormack, Adams & Co., Ream & Co. and W. T. Baker. Mr. Baker was many times president of the exchange and served a term as president of the World's Columbian Exposition. He has crossed the Divide; but he left behind him a reputation for character, courage and ability which is a credit to the grain trade to-day. Mr. McCormack and Mr. Adams have also crossed the great Divide; but they left reputations of which every grain man in this country may well be proud. Mr. Ream survives; he is no longer a grain merchant. His excellent judgment and his force of character have aided materially in organizing and managing some of the greatest enterprises of this country, notable among which the U. S. Steel Corporation and the Pullman Company. In St. Louis about the first acquaintance I made in the grain trade when I was a boy was a man who was subsequently elected lieutenant-governor of this state, but since that time has been a prominent and influential citizen of St. Louis and of the Mississippi Valley. I am glad to see present with you on this occasion—Mr. E. O. Stannard. I could name many other men who have been associated with the grain trade of this country, but it is not necessary nor will time permit.

But it is true there have been commercial failures in this business; it has met with vicissitudes time and again without number, but what trade has not? What trade has had the difficulties to contend with which we have encountered? Every time a railroad changes its rate the value of our vested property is affected; every time a new railroad is constructed, every time a new section of the country is opened up there are new factors that enter into determination of the price of grain that influences the trend of the grain of the country and affects the value of the permanent investments we may have. I have seen elevators which at one time were cheap at half a million dollars sold for the value of the wreckage; and so have you all. I do not know that I have seen the last of it.

I am glad to say, however, that the same spirit that has characterized this grain trade since my knowledge of it continues to prevail. I am glad to see this effort to bring about concert of action, because concert of action among the intelligent people of this country cannot but be prolific of good results. I am not going to speak upon the subject which seems to have been dividing you; it is one about which I have deliberated time and time again. I should like to have heard the arguments which have been presented here pro and con on the subject of the uniform grading of grain. I am in favor of anything that will promote the general interests of the grain trade, not only because I have been associated with it and take a personal interest in it, but because whatever helps that interest helps the entire country.

But, my friends, there is just one thing to which I want to call your attention in this connection, which is higher and of more importance to us than our commercial profit; and that is the fact that we have inherited institutions in this country which must be preserved in their entirety and handed down to those who come after us. If we would do that, we should not let the grain trade or any other great interest in this country drift into the hands of one or of a very few individuals; we should always adopt rules that will give everybody an equal opportunity. I hail with delight this new era in railroad transportation which gives to every man shipping the same kind of stuff the same rate. I suffered under a discrimination in that regard when I was trying to get ahead in the grain trade, and although I have been favored with more or less success on account of luck, I was always, as I thought, discriminated against by the great transportation lines of this country in the rates that



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they gave to their favorite shippers. I am glad that that has come to an end. I believe that every man who ships a carload of grain should have the same rate as any other man who ships a carload of grain over the same road for the same distance. (Applause.) Whatever rules you may adopt or whatever practice may be followed by the grain trade of this country will be adopted and followed with a view to giving every man an equal opportunity. I am not inveighing against wealth or the accumulation of wealth; I believe in property and rights of property; I think they should be protected; but I do not believe that the accumulation of a great amount of wealth by the man who enjoys special privileges is compensated for by his becoming liberal and giving that money away. (Applause.) I rather feel that our manhood can be best encouraged and preserved if every man is given an opportunity, and then the fittest will survive.

And that brings me, gentlemen, to another thought, and that is this great country in which we live here in the West. I know that this organization extends all over the country; but what I have in mind in my judgment will affect the interests of those who live east of the Alleghenies or west of the Rockies as much as it affects the interests of those who live in the Mississippi Valley. A kind Providence has greatly favored this country. We have here a fertile soil that can produce more than enough to feed the world. Our population is intelligent and endowed with freedom; and we possess a great water system which enables us if properly taken advantage of to transport our surplus products to less favored lands. We have met in waterways conventions, and we have resolved for at least thirty-five years. I have been participating in those conventions for that period of time or longer. There has been no difference of opinion as to what was our interest; but we have come to that point now, my friends, where there must be intelligent concerted action. I want to impress upon the grain men of this country that if they will once have this great Mississippi River improved and connected with the Great Lakes by a canal 20 feet deep and 200 feet wide, then the grain trade of the country will not be subject to the violent fluctuations in the value of investment properties that it has been in the past. I know that this is a gigantic work; that it can only be accomplished after a thorough

plan is adopted and pushed with vigor; but the longer we delay it the greater the cost will be to us.

The transportation of the traffic of this country has overtaken its transportation facilities. In Europe only the light freight and passengers go by rail, and their rail rates are at least twice to three times as much as ours. Their passenger and their freight rates are at least twice in my judgment or three times what ours are per mile. Still their railroads do not carry heavy freight; the heavy freight is carried by canal. The tonnage of this country is increasing yearly, and it will have become so great in the next five or ten years that the railroads will be enabled to advance their rates and there will be a great congestion of business. The way to relieve this situation is to improve our waterways. I do not mean by that to dredge out the Mississippi River. I mean for the Government to appropriate sufficient money to make a canal 20 feet deep and 200 feet wide, connecting Lake Michigan with the Mississippi River, and then to improve the Mississippi River down to its mouth, so that its depth will be at least equal to that of the canal. This is a great work; but if you should go to Europe and see the canals that have been made there and how they are utilized you would realize that it is not an impossible task; and if you agree with me that a congested condition of business is approaching in the United States, as I have tried to make it evident to you, you will see the necessity for doing in this country what they have done over there.

Now, gentlemen, I have already detained you much longer than I had anticipated, because I promised your secretary that I would not talk over twenty-five minutes. I am glad to have had this opportunity to meet again those who handle so important a commodity in this country as its grain products. I believe that the rules that regulate the handling of grain in the United States through your efforts are being placed upon a higher plane, and I am sure that as long as their formulation is in the hands of the different exchanges and associations in this country, as they exist to-day, the standard will not be lowered, and that all of the members of the grain trade of the country will follow them, not because it is to their interest to observe them, but for a higher reason, and that is, because they are right.

I am obliged to you for your attention. (Applause.)

Mr. Sager: Mr. President, I move you that the Grain Dealers' National Association express by rising vote their thanks and appreciation to ex-Governor Francis for the very able, interesting and instructive address with which he has favored us.

The motion was promptly seconded and carried by rising and unanimous vote.

President Reynolds: We certainly appreciate this most excellent address; and I wish to say to Governor Francis that the resolutions that he suggested have all been passed.

President Reynolds: Now, gentlemen, let us get down to business. We are going to continue right through the session and from all indications we can be out of here by a quarter of 1 o'clock and so will have no afternoon session. We have a little more of this uniform grade business to dispose of. I would be remiss in this, the first convention that we have recently held west of the Mississippi river, if I did not ask you to hear about ten words said with regard to the Grain Dealers' National Mutual Fire Insurance Co. I will ask your indulgence for just a few minutes along that line. The company is an institution organized to reduce rates on insurance in country elevators, and it has succeeded in accomplishing its objects splendidly. We will hear from Mr. H. N. Knight, president of the Grain Dealers' National Fire Insurance Co., Indianapolis, Ind., or from Mr. McCarter if either are in the room. Mr. Knight, will you favor us?

Mr. Knight: Mr. McCarter could better define our position than I, but he is not present at this time. We are very proud of the record that we have on insurance; we have something like \$10,000,000 insurance on our books. We are trying to give the grain dealers insurance at actual cost; we would like to have you all with us. I thank you.

President Reynolds: Mr. Knight could have talked an hour on that subject, but I cut him off short. Now, we will take up the grading rules for further consideration and begin on corn. And immediately afterward we will have the report of the nominating committee and election of officers for the ensuing year who are to control your Association affairs. Mr. Wayne has suggested that we ought to do it before the crowd disperses for fear someone might think there was some job set up. But we will go back to corn; we have slighted corn quite a little this morning.

GRADE RULES AS ADOPTED.

Secretary Courcier then proceeded to read the remainder of the proposed uniform grading rules section by section, the convention acting on each and disposing of same, in some cases eliciting considerable discussion, particularly as to the percentage of moisture, etc., in corn. Having gone deliberately through the entire list from the point where the same was interrupted be-

fore, the question was taken on a motion to adopt the entire rules as amended, and the same carried without a dissenting voice.

The rules as adopted are as follows:

WHITE WINTER WHEAT.
NO. 1 WHITE WINTER WHEAT.—Shall include all varieties of pure soft white winter wheat, sound, plump, dry, sweet and clean, and weigh not less than 58 pounds to the measured bushel.
NO. 2 WHITE WINTER WHEAT.—Shall include all varieties of soft white winter wheat, dry, sound and clean, and shall not contain more than 8 per cent of soft red winter wheat, and weigh not less than 56 pounds to the measured bushel.
NO. 3 WHITE WINTER WHEAT.—Shall include all varieties of soft white winter wheat. It may contain 5 per cent of damaged grains other than skin-burnt wheat, and may contain 10 per cent of soft, red winter wheat and weigh not less than 53 pounds to the measured bushel.
NO. 4 WHITE WINTER WHEAT.—Shall include all varieties of soft, white winter wheat not fit for a higher grade in consequence of being poor quality, damp, musty or dirty, and shall not contain more than 10 per cent of soft, red winter wheat and weigh not less than 50 pounds to the measured bushel.

RED WINTER WHEAT.
NO. 1 RED WINTER WHEAT.—Shall be pure soft red winter wheat of both light and dark colors, sound, sweet, plump and well cleaned, and weigh not less than 60 pounds to the measured bushel.
NO. 2 RED WINTER WHEAT.—Shall be soft red winter wheat of both light and dark colors, sound, sweet and clean, shall not contain more than 5 per cent of No. 2 white winter wheat and weigh not less than 58 pounds to the measured bushel.
NO. 3 RED WINTER WHEAT.—Shall be sound soft red winter wheat not clean or plump enough for No. 2, shall not contain more than 8 per cent of white winter wheat and weigh not less than 55 pounds to the measured bushel.
NO. 4 RED WINTER WHEAT.—Shall be soft red winter wheat, shall contain not more than 8 per cent of No. 4 white winter wheat. It may be damp, musty or dirty, but must be cool and weigh not less than 50 pounds to the measured bushel.

HARD WINTER WHEAT.
NO. 1 HARD WINTER WHEAT.—Shall include all varieties of pure hard winter wheat, sound, plump, dry, sweet and clean, and weigh not less than 61 pounds to the measured bushel.
NO. 2 HARD WINTER WHEAT.—Shall include all varieties of hard winter wheat of both light and dark colors, dry, sound, sweet and clean, and weigh not less than 59 pounds to the measured bushel.
NO. 3 HARD WINTER WHEAT.—Shall include all varieties of hard winter wheat of both light and dark colors, not clean or plump enough for No. 2, and weigh not less than 55 pounds to the measured bushel.
NO. 4 HARD WINTER WHEAT.—Shall include all varieties of hard winter wheat of both light and dark colors. It may be damp, musty or dirty, and weigh not less than 50 pounds to the measured bushel.

NORTHERN SPRING WHEAT.
NO. 1 HARD SPRING WHEAT.—Shall be sound, bright, sweet, clean, and consist of over 50 per cent of the hard Scotch Fife, and weigh not less than 58 pounds to the measured bushel.
NO. 1 NORTHERN SPRING WHEAT.—Shall be sound, sweet and clean, may consist of the hard and soft varieties of spring wheat, but must contain a larger proportion of the harder varieties, and weigh not less than 57 pounds to the measured bushel.
NO. 2 NORTHERN SPRING WHEAT.—Shall be spring wheat not clean enough or sound enough for No. 1, but of good milling quality, and must weigh not less than 56 pounds to the measured bushel.
NO. 3 NORTHERN SPRING WHEAT.—Shall be composed of inferior, shrunken spring wheat and weigh not less than 54 pounds to the measured bushel.
NO. 4 NORTHERN SPRING WHEAT.—Shall include all inferior spring wheat that is badly shrunken or damaged and weigh not less than 49 pounds to the measured bushel.

REJECTED SPRING WHEAT.—Shall include all varieties of wheat sprouted, badly bleached, or from any other cause unfit for No. 4.

SPRING WHEAT.
NO. 1 SPRING WHEAT.—Shall be sound, plump and well cleaned, and weigh not less than 59 pounds to the measured bushel.
NO. 2 SPRING WHEAT.—Shall be sound, clean, of a good milling quality and weigh not less than 57½ pounds to the measured bushel.
NO. 3 SPRING WHEAT.—Shall include all inferior, shrunken or dirty spring wheat, and weigh not less than 53 pounds to the measured bushel.
NO. 4 SPRING WHEAT.—Shall include all spring wheat damp, musty, grown, badly bleached, or from any cause which renders it unfit for No. 3.

WHITE SPRING WHEAT.
The grades of Nos. 1, 2, 3 and 4 White Spring Wheat shall correspond with the grades of Nos. 1, 2, 3 and 4 Spring Wheat and shall not contain more than 5 per cent of red spring wheat.

DURUM (MACARONI) WHEAT.
NO. 1 DURUM WHEAT.—Shall be bright, sound, dry, well cleaned and be composed of durum, commonly known as macaroni wheat, and weigh not less than 60 pounds to the measured bushel.
NO. 2 DURUM WHEAT.—Shall be dry, clean and of good milling quality. It shall include all durum wheat that for any reason is not suitable for No. 1 durum, and weigh not less than 58 pounds to the measured bushel.
NO. 3 DURUM WHEAT.—Shall include all durum wheat bleached, shrunken, or for any cause unfit for No. 2, and weigh not less than 55 pounds to the measured bushel.

NO. 4 DURUM WHEAT.—Shall include all durum wheat that is badly bleached or for any cause unfit for No. 3.

VELVET CHAFF WHEAT.
NO. 1 VELVET CHAFF WHEAT.—Shall be bright, sound and well cleaned, and weigh not less than 57 pounds to the measured bushel.
NO. 2 VELVET CHAFF WHEAT.—Shall be sound, dry, reasonably clean, may be slightly bleached, or shrunken, but not good enough for No. 1, and weigh not less than 56 pounds to the measured bushel.
NO. 3 VELVET CHAFF WHEAT.—Shall include all wheat that is bleached, smutty or for any other cause unfit for No. 2, and weigh not less than 54 pounds to the measured bushel.
NO. 4 VELVET CHAFF WHEAT.—Shall include all wheat that is very smutty, badly bleached and grown, or for any other cause unfit for No. 3.

PACIFIC COAST WHEAT.
NO. 1 PACIFIC COAST RED WHEAT.—Shall be dry, sound, clean and free from smut, and weigh not less than 59 pounds to the measured bushel.
NO. 2 PACIFIC COAST RED WHEAT.—Shall be dry, sound, clean and only slightly tainted with smut and alkali, and weigh not less than 58 pounds to the measured bushel.
NO. 3 PACIFIC COAST RED WHEAT.—Shall include all other Pacific Coast red wheat. It may be smutty or musty, or from any other reason unfit for flouring purposes, and weigh not less than 54 pounds to the measured bushel.
NOTE.—PACIFIC COAST WHITE WHEAT shall be graded according to the rules for Pacific Coast Red Wheat, and in case of a mixture of Pacific Coast



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wheat with our home-grown wheat, red or white, such mixture shall be graded "Pacific Coast Wheat."

MIXED WHEAT.
In case of an appreciable mixture of hard and soft wheat, red and white wheat, durum and spring wheat, with each other, it shall be graded according to the quality thereof, and the kind of wheat predominating shall be classed as No. 1, 2, 3 or 4 mixed wheat, and the inspector shall make notation describing its character.

RYE.
NO. 1 RYE.—Shall be dry, sound, plump, sweet and well cleaned and shall weigh not less than 57 pounds to the measured bushel.
NO. 2 RYE.—Shall be dry, sound and contain not more than 1 per cent of other grain or foreign matter, and weigh not less than 55 pounds to the measured bushel.
NO. 3 RYE.—Shall include inferior rye not unsound, but from any other cause not good enough for No. 2, and weigh not less than 53 pounds to the measured bushel.
NO. 4 RYE.—May be damp, musty or dirty, and weigh not less than 50 pounds to the measured bushel.

OATS.
WHITE OATS.
NO. 1 WHITE OATS.—Shall be white, dry, sweet, sound, bright, clean, free from other grain and weigh not less than 32 pounds to the measured bushel.
NO. 2 WHITE OATS.—Shall be 95 per cent white, dry, sweet, shall not contain more than 1 per cent each of dirt or foreign matter, and weigh not less than 29 pounds to the measured bushel.
STANDARD WHITE OATS.—Shall be 92 per cent white, dry, sweet, shall not contain more than 2 per cent of dirt and 2 per cent of other grain and weigh not less than 28 pounds to the measured bushel.
NO. 3 WHITE OATS.—Shall be sweet, 90 per cent white, shall not contain more than 3 per cent of dirt or 5 per cent of other grain and weigh not less than 24 pounds to the measured bushel.
NO. 4 WHITE OATS.—Shall be 90 per cent white, may be damp, damaged, musty or very dirty.
NOTICE.—YELLOW OATS shall not be graded better than No. 3 White Oats.

MIXED OATS.
NO. 1 MIXED OATS.—Shall be oats of various colors, dry, sweet, sound, bright, clean, free from other

grain, and weigh not less than 32 pounds to the measured bushel.

NO. 2 MIXED OATS.—Shall be oats of various colors, dry, sweet, shall not contain more than 2 per cent of dirt or foreign matter, and weigh not less than 28 pounds to the measured bushel.

NO. 3 MIXED OATS.—Shall be sweet oats of various colors, shall not contain more than 3 per cent of dirt and 5 per cent of other grain and weigh not less than 24 pounds to the measured bushel.

NO. 4 MIXED OATS.—Shall be oats of various colors, damp, damaged, musty or very dirty.

RED OR RUST-PROOF OATS.
NO. 1 RED OATS.—Shall be pure, red, sound, bright, sweet, clean and free from other grain and weigh not less than 32 pounds to the measured bushel.
NO. 2 RED OATS.—Shall be seven-eighths red, sweet, dry and shall not contain more than 2 per cent dirt or foreign matter and weigh not less than 30 pounds to the measured bushel.
NO. 3 RED OATS.—Shall be sweet, seven-eighths red, shall not contain more than five per cent of dirt or foreign matter and weigh not less than 24 pounds to the measured bushel.
NO. 4 RED OATS.—Shall be seven-eighths red, may be damp, musty or very dirty.

WHITE CLIPPED OATS.
NO. 1 WHITE CLIPPED OATS.—Shall be white, clean, dry, sweet, sound, bright, free from other grain, and weigh not less than 32 pounds to the measured bushel.
NO. 2 WHITE CLIPPED OATS.—Shall be 95 per cent white, dry, sweet, shall not contain more than 2 per cent of dirt or foreign matter and weigh not less than 32 pounds to the measured bushel.
NO. 3 WHITE CLIPPED OATS.—Shall be 90 per cent white, sweet, shall not contain more than 5 per cent of dirt or foreign matter, and weigh not less than 30 pounds to the measured bushel.
NO. 4 WHITE CLIPPED OATS.—Shall be 90 per cent white, damp, damaged, musty or dirty, and weigh not less than 30 pounds to the measured bushel.

MIXED CLIPPED OATS.
NO. 1 MIXED CLIPPED OATS.—Shall be oats of various colors, dry, sweet, sound, bright, clean, free from other grain, and weigh not less than 35 pounds to the measured bushel.
NO. 2 MIXED CLIPPED OATS.—Shall be oats of various colors, dry, sweet, shall not contain more than 2 per cent of dirt or foreign matter, and weigh not less than 32 pounds to the measured bushel.
NO. 3 MIXED CLIPPED OATS.—Shall be oats of various colors, sweet, shall not contain more than 5 per cent of dirt or foreign matter, and weigh not less than 30 pounds to the measured bushel.
NO. 4 MIXED CLIPPED OATS.—Shall be oats of various colors, damp, damaged, musty or dirty, and weigh not less than 30 pounds in the measured bushel.

Note.—All oats that have been chemically treated or purified shall be classed as Purified Oats; and the inspector shall give test weight of each car or parcel that may be inspected.

CORN.
The following maximum limits shall govern all inspection and grading of corn:

Grade.	Percentage of moisture.	Percentage cob-rotten, (and excluding bin-burnt and mahogany corn).	Percentage dirt and broken grains.
1.....	15	1	1
2.....	16	5	2
3.....	19	10	4
4.....	22		

WHITE CORN.
NO. 1 WHITE CORN.—Shall be 99 per cent white and sweet.
NO. 2 WHITE CORN.—Shall be 95 per cent white and sweet.
NO. 3 WHITE CORN.—Shall be 95 per cent white and sweet.
NO. 4 WHITE CORN.—Shall be 95 per cent white, but shall include damp, damaged or musty corn.

YELLOW CORN.
NO. 1 YELLOW CORN.—Shall be 99 per cent yellow and sweet.
NO. 2 YELLOW CORN.—Shall be 95 per cent yellow and sweet.
NO. 3 YELLOW CORN.—Shall be 92 per cent yellow and sweet.
NO. 4 YELLOW CORN.—Shall be 92 per cent yellow, but shall include damp, damaged or musty corn.

MIXED CORN.
NO. 1 MIXED CORN.—Shall be corn of various colors and sweet.
NO. 2 MIXED CORN.—Shall be corn of various colors and sweet.
NO. 3 MIXED CORN.—Shall be corn of various colors and sweet.
NO. 4 MIXED CORN.—Shall be corn of various colors, but shall include damp, damaged or musty corn.

BARLEY.
(NOTE.—These Barley Rules have been adopted by the Barley Association of the United States.)
NO. 1 BARLEY.—Shall be sound, plump, bright, clean and free from other grain, and, not scoured nor clipped, shall weigh not less than 48 pounds to the measured bushel.
NO. 2 BARLEY.—Shall be sound, of healthy color (bright or straw color), reasonably clean and reasonably free from other grains and seeds, and, not scoured nor clipped, shall weigh not less than 46 pounds to the measured bushel.
NO. 3 BARLEY.—Shall include slightly shrunken or otherwise lightly damaged barley, not good enough for No. 2, and, not scoured nor clipped, shall weigh not less than 44 pounds to the measured bushel.

NO. 4 BARLEY.—Shall include barley fit for malting purposes not good enough for No. 3.

NO. 1 FEED BARLEY.—Shall test not less than 40 pounds to the measured bushel, shall be cool and reasonably free from other grain and seeds, and not good enough for No. 4, and may include barley with a strong ground smell, or a slightly musty or bin smell.

REJECTED BARLEY.—Shall include all barley testing under 40 pounds to the measured bushel, or barley which is badly musty or badly damaged, and not good enough to grade "feed" barley, except that barley which has been chemically treated shall not be graded at all.

BAY BREWING BARLEY.—The grades of Nos. 1, 2 and 3 Bay Brewing Barley shall conform in all respects to the grades of Nos. 1, 2 and 3 barley, except that they shall be of the Bay Brewing variety, grown in the far West and on the Pacific coast.



A. G. TYNG, PEORIA,
First Vice-President.

CHEVALIER BARLEY.—The grades of Nos. 1, 2 and 3 Chevalier barley shall conform in all respects to the grades of Nos. 1, 2 and 3 barley, except that they shall be of the Chevalier variety grown in the far West and on the Pacific coast.

BAY BREWING MIXED BARLEY.—In case of admixture of Bay Brewing barley with barley of other varieties, it shall be graded according to the quality thereof and classed as 1, 2, 3 Bay Brewing Mixed Barley.

CHEVALIER MIXED BARLEY.—In case of admixture of Chevalier barley with barley of other varieties, it shall be graded according to the quality thereof and classed as 1, 2, 3 Chevalier Mixed Barley.

WINTER BARLEY.

NO. 1 WINTER BARLEY.—Shall be plump, bright, sound and clean, free from other grain, and weigh not less than 48 pounds to the measured bushel.

NO. 2 WINTER BARLEY.—Shall be sound, plump, may be stained, shall contain not more than 3 per cent of foreign matter, and weigh not less than 46 pounds to the measured bushel.

NO. 3 WINTER BARLEY.—Shall include all shrunken, stained and dirty barley, shall contain not more than 5 per cent of foreign matter, and weigh not less than 44 pounds to the measured bushel.

NO. 4 WINTER BARLEY.—Shall include all barley not fit for a higher grade in consequence of being poor quality, damp, musty or dirty; shall contain not more than 10 per cent of foreign matter and weigh not less than 40 pounds to the measured bushel.

SAMPLE GRADES.

GENERAL RULE.—All wheat, barley, oats, rye and corn that is in a heated condition, souring, or too damp to be safe for warehousing, or that is badly bin-burnt, fire-burnt, fire-smoked or damaged, mixed with garlic, onions or containing live weevil, exceedingly dirty, or where different kinds of grain are badly mixed with one another, shall be classed as Sample Grade, and the inspector shall make notations as to quality and condition.

NOTICE.—The inspection departments shall, in no case, make a grain of grain above that of the poorest quality found in any lot of grain inspected, when it has evidently been plugged or otherwise improperly loaded for the purpose of deception. Wheat which has been subjected to scouring, or clipping, or any process equivalent thereto, shall not be graded higher than a 3.

MANNER OF TESTING GRAIN WITH A TESTING KETTLE.

Place the kettle where it cannot be jarred or shaken. Pour from a scoop, bag or pan, held two inches from the top of the kettle, into the middle of the kettle at a moderate speed until running over. Strike off in a zigzag manner with the edge of the beam held horizontally.

President Reynolds: Gentlemen, I hope you are making history here.

Mr. Wilkinson: I would like to ask for information, now that we have accepted these rules and passed upon them, suppose, for in-

stance, our friends in the Chicago Exchange say that they cannot abide by these rules, or Louisville, or Memphis or some other point, when are we presumed to commence to live up to these new rules, and what steps shall we take to notify the different exchanges and get them all together?

President Reynolds: I have a plan I would like to present, but will first call on Mr. Culver to give us his idea.

Mr. Culver: The idea of the inspectors was to put these into effect with the new crop. The crop is already harvested and contracts made and the recommendation of the chief inspectors was to put these in force on the new crop next year.

President Reynolds: I will take the liberty of appointing a committee which I suppose may be appropriately termed the promulgation committee; I hope that the gentleman whom I shall name as chairman will accept the position and that you will all correspond freely with him and also with our secretary and try and get these rules in force as early as possible. I will ask Mr. Courcier to read the committee that we have been preparing here.

The secretary read the following: H. N. Sager, Chicago, Ill., chairman; E. Wilkinson, Birmingham, Ala.; L. W. Forbell, New York; John Dower, St. Louis; Alfred Brandeis, Louisville, Ky.; A. C. Gale, Cincinnati; A. G. Tyng, Peoria, Ill.; F. E. Marshall, Philadelphia; J. L. McCaull, Minneapolis; Chas. D. Jones, Memphis, Tenn.; John Dennis, Baltimore; Geo. F. Reed, Boston; Fred E. Pond, Buffalo; E. L. Southworth, Toledo, O.; A. F. Leonhard, New Orleans.

President Reynolds: Are there other names that you would like to add to this committee? I shall take the liberty of adding others as time goes along, and will put on any that you will suggest now.

A member: I suggest the name of Mr. Culver here.

President Reynolds: I intentionally left the inspectors off because we expect them to act as a body; this is all practically their report.

Mr. Culver: As the president of our board is on that committee, I think I have put in a year's work and 33 years' experience and that I have had pretty near enough. I want to thank you all for your compromises which will bring about a good spirit.

ELECTION OF OFFICERS.

President Reynolds: We are just beginning our work now in earnest on this line. We have now to put them in force. I think all the special committees have reported now, and if you stay a few moments longer we will let you out. Is there any unfinished business? The method of considering matters of a miscellaneous character during the convention and having informal discussions has about disposed of everything that would come up as new business, and we will now take up the election of officers. Mr. Wayne, we will have your report as chairman of the nominating committee.

Mr. Wayne then read the report as follows:

We, the Committee on Nominations, beg leave to report that while we do not favor the renomination of officers in an association where there are so many able to fill the various offices, but at the present time with so many matters of vital importance to this association that have to be formulated and pushed forward by the present board, we think it best for the good of our Association that the present officers be continued another year, so that the work so well begun may be carried through successfully. But, in so doing we do not wish to establish a precedent for the future. We therefore recommend for renomination:

President, A. E. Reynolds, Crawfordsville, Ind.
First Vice-President, A. G. Tyng, Peoria, Ill.
Second Vice-President, James L. King, Philadelphia, Pa.

Directors for two years—J. W. McCord, Columbus, O.; Arthur Sawers, Chicago; H. I. Baldwin, Decatur, Ill.; G. L. Graham, St. Louis; T. A. Morrison, Kokomo, Ind. Director for one year to fill vacancy, A. B. Bleidt, Lexington, Ky.

On motion, seconded by Mr. Culver, the report of the nominating committee was received and accepted and under suspension of the rules the several nominees were elected by acclamation, the question being taken by Mr. Forbell and the election announced by him as unanimous.

President-elect Reynolds was called upon for a speech and responded.

President-elect Reynolds: Well, gentlemen, there is no need of my talking any. [Applause.] I feel I have done too much talking already, but there is one reason why you cheer me. I think you see in this continuation of officers plenty of hard work for the coming year. There will be plenty of that, and everyone that is on a committee wants to be right in it for next year. I certainly thank you for this mark of confi-

dence; I hope that my labors in the future will be approved, but not to the extent that you will want my services an additional year. To that extent I will try not to serve you, but I will do the best I can for you this year. I thank you again, gentlemen. [Applause.] Now we will proceed. I think you will be glad to hear from First Vice-President Tyng.

Vice-President Tyng: I think you all have heard me talk enough.

President Reynolds: I believe that Second Vice-President King has had to leave. We should like to hear from the directors.

Mr. Morrison: I can assure you that I appreciate the honor conferred upon me. I assure you that the position is not an enviable one and the only compensation that we have is in the feeling that we are seeing that justice is being done to the country dealer. I believe that the adoption of these rules is one of the things that the country grain dealer will surely appreciate. Should this not have occurred, gentlemen, I want to say to you that the next Congress would have passed a law providing government inspection, but I think this will bridge it over now, and I only hope that when my term expires and during the coming two years that we will see peace and harmony between the country and the receivers at the different markets.

President Reynolds: May we hear from you, Mr. McCord?

Mr. McCord: I desire to thank you for the honor conferred, on behalf of the state of Ohio, for which I am responsible, and myself. I promise to use my best efforts in your behalf.

The Chair called on Mr. Sawers.

Mr. Sawers, Chicago: Gentlemen, I have been with the Association since its infancy; I have always been very proud to serve you. We have been at times in hard stress, but are in good condition to-day. I will try to do everything in my power.

President Reynolds: We are glad to give Kentucky a position on our board.

Mr. Bleidt bowed his acknowledgments.

President Reynolds: We are now down to the last two items on the program. As I said before, I think we have pretty well covered the ground.

Secretary Courcier: I have to announce the



J. L. KING, PHILADELPHIA,
Second Vice-President.

first new application for membership for the new year—The Western Grain Co., Birmingham, Ala. [Applause.]

President Reynolds: I will ask the new board that has just been elected to meet in Parlor 84 at 2:30 p. m. to lay out the work of the coming year. In conclusion, I cannot in language strong enough express to you my thanks for the hearty support that I have had and I hope to continue to have interest manifested in the work of the Association and in the efforts of your officers. Mr. Clark said to me this morning he had never been in a gathering of this kind where there was so much earnest endeavor to get things done as has been manifest here among the grain men.

Gentlemen, you have done more work in this convention than in any convention that I have ever had the pleasure of attending; you have benefited the grain trade and you are going home feeling that the thing that two years ago

was thought impossible is now almost within your grasp, uniform grading.

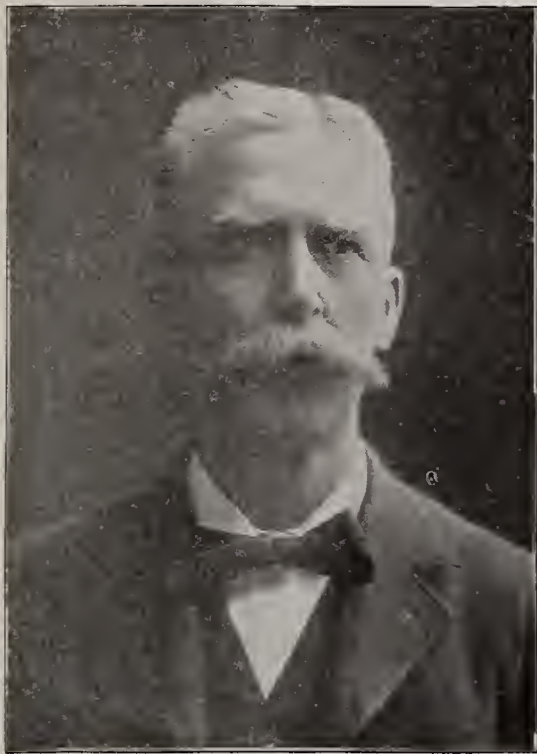
Gentlemen, I thank you, and we will stand adjourned sine die.

CONVENTION NOTES.

H. M. Hirschey, representing J. C. Shaffer & Co., Chicago, distributed a useful paper clasp among his friends.

J. Bush of Tuscola, Ill., wired his friend, J. A. Collins: "It's a 10-pound boy. Can't come today; my wife won't let me."

An especially useful souvenir was given away by W. E. Sheldon, of the Stockbridge Elevator Co., of Jackson, Mich. It was a combination



G. L. GRAHAM,
Director.

paper weight and calendar good until the year 1918.

W. N. Eckhardt, of Pope & Eckhardt Co., Chicago, came over from Rock Island, where he took part in a K. T. parade and function.

H. I. Baldwin of Decatur was on his way home from French Lick Springs, where he had been taking a rest and vacation for a few weeks.

The youngest commission merchant in attendance was Master A. R. Sawers, with Arthur R. Sawers, 522 Postal Telegraph Building, Chicago.

An Avery Automatic Scale was shown in room 85 of the Southern, by representatives B. P. Ordway; N. C. Webster, P. L. Johnson and E. D. Borgery.

J. A. McCaffrey, of Daniel McCaffrey's Sons Co., Pittsburg, Pa., brought along a gross or more of Pittsburg's celebrated stogies with which to regale his friends between sessions.

"Political Facts and Figures," together with a pocket memorandum, was the title of a small brochure, which was placed in the hands of dealers, with the compliments of W. A. Fraser Co., of Chicago.

Eric Picker, of Picker & Beardsley, St. Louis, furnished a liberal supply of safety matches. The box bore the inscription that the St. Louis house "match the best of them selling your grain and grass seeds."

Emery Kirwan of Baltimore always carries along a number of alias with him at conventions. As a result, every attempt to connect him with the atrocities performed at Tony Faust's resulted in his proving an alibi.

The insurance men disclaimed all blame for the dry weather, as what they like is moisture. The disclaimers were L. H. Baker, of Michigan Millers' Mutual Fire Insurance Co., Lauding; C. A. McCotter and J. J. Fitzgerald, Grain Dealers' National Mutual Fire Insurance Co., Indianapolis; A. R. McKinney and J. A. McKinney, Millers' Mutual Fire Insurance Association of Illinois, Alton.

St. Louis commission merchants held open house during the three days' session, in the hotel parlor adjacent to the convention hall. The room was decorated with ferns and carnations, and everybody was made welcome. J. M. Fuller was chairman of the refreshments and cigars, and while it might be said that Baltimore, Cincinnati, Cleveland, New York and Chicago tested the hospitality of the Exchange to the fullest degree, yet

there was always a cordial welcome for each new visitor.

The trolley ride was given under the arrangement of J. B. Bethune and while there were but few gentlemen in the party, the ladies all reported a most enjoyable ride through some of the prettiest parts of the city.

The Richardson Automatic Scale was shown in operation in room 87 of the Southern Hotel by Representative W. B. Foskett of St. Louis, and the Fairbanks Automatic Scale was exhibited in room 81 by F. D. Gueraeu of St. Louis.

That there were no "shortages" in interest was due to the presence of A. E. Schuyler, assistant weighmaster, Chicago; J. A. Schmitz, scale expert, Chicago; John Dower, chief weighmaster, St. Louis; J. H. Warren, chief weighmaster, Baltimore.

A very handsome badge was that brought by Louis Muller Co. of Baltimore. The clasp contained a picture of a lake in a silver frame, showing Maryland's celebrated canvasbacks, and on the black and yellow ribbon pendant from the



ARTHUR R. SAWERS (AND SON),
Director.

picture was a representation of Maryland's coat of arms.

S. H. Grimes of Portsmouth has been loyal to conventions this summer, spending his vacation time on trips with his wife to grain meetings. They included two trips to Cedar Point, one each to Columbus, Detroit and St. Louis, as well as local gatherings.

D. W. Clifton, with Nanson Commission Co., St. Louis, said he had received the first car of new corn at St. Louis September 20. It sold at 70 cents no grade. This was the earliest receipt of corn for years, and it was now coming along daily, grading No. 2.

There was a notable reunion of ex-presidents, there being present ex-presidents Warren T. McCray of Kentland, Ind.; H. S. Grimes, Portsmouth, Ohio; B. A. Lockwood, Des Moines, Iowa; M. F. Dunlap, O'Fallon, Mo.; Chas. Eugland, Baltimore, Md.; H. L. Goemann, Toledo, Ohio.

Eugene Smith, assistant secretary of the Merchants' Exchange had charge of the distribution of the theater tickets and souvenirs of the Merchants' Exchange, as well as a large share in welcoming the delegates on arrival. Everything in his charge passed off most satisfactorily.

Machinery interests were looked after by W. H. Kaiser with Weller Mfg. Co., Chicago; E. G. Isch and Leonard Gibson, of Johnson Grain Dryer, Peoria, Ill.; G. T. Burrell, of Burrell Engineering & Construction Co., Chicago, Ill.; S. J. McTiernan, with Huntley Mfg. Co., Silver Creek, N. Y.; J. S. Coon, of Coon Bros. Cleaner, Dryer and Polisher, Rantoul, Ill.; W. R. Jones and J. S. Miller, of

Reuter-Jones Mfg. Co., St. Louis, Mo.; T. M. Coyle, of Maheu & Coyle, St. Louis, Mo.; A. H. Messer and B. B. Senteney, with Mattoon Grain Conveyor Co., Mattoon, Ill.

L. A. Morey of New York City, so his friends said, had a wonderful sleeping costume. It combined Turkish fez and Arabic mantle, which insured sweet dreams for himself, but so loud the combination was, they complained, as to keep everyone else awake in that part of the hotel.

Fred W. Kennedy of Shelbyville, Ind., manufacturer of Kennedy's Paper Car Liner, was disappointed in the manufacturer's failure to deliver to him an article designed for a remembrance among his friends, but took the necessary steps to mail same to dealers after they had arrived home.

T. K. Martin, with G. L. Graham & Co., wore a very distracted air during the first day's session, due to a letter received with a car of wheat from a shipper in Central Illinois. The letter read as follows: "If this car falls short more than 6 bushels from our weights do not unload but hold on track and wire us."

The arrangements committee was indefatigable in promoting the pleasure and entertainment of the visitors. It included Martin Mullally and Louis Helm, the executive committee, and G. L. Graham, J. B. Bethune, J. W. Steele, Charles F. Beardsley, Manning G. Cochrane, Edward M. Flesh, chairman of the reception committee, also worked with the executive committee in carrying out their admirable plans for their guests' entertainment.

Officers of other associations who were present included M. C. Niezer, Monroeville, Ind., and P. C. Goodrich, Winchester, Ind., president and secretary, respectively, of the National Hay Association; J. W. McCord, Columbus, Ohio, secretary Ohio Grain Dealers' Association; Geo. A. Wells, Des Moines, secretary Iowa Grain Dealers' Association; S. W. Stroug, Pontiac, secretary Illinois Grain Dealers' Association; C. B. Jenkins, Marion, Ohio, secretary Ohio Millers' State Association.

W. J. Rae had the arranging of the automobile rides, the trips for the most part including Vanderwinter Place to Kingshighway, thence through Tower Grove Park to Shaw's Garden and back through Westmoreland Place, through Lincoln Boulevard to the hotel. On Thursday afternoon after six automobiles had left the hotel loaded exclusively with ladies, a number of the arrangements committee left in another auto and met the party in the park. Here each lady was presented with flowers and a box of "sweets" to add to the pleasure of her trip.

Fred Mayer of Toledo has been guilty on divers occasions of presenting the ladies in attendance at conventions with sundry American Beauties and boxes of bonbons, and even indulged himself



T. A. MORRISON,
Director.

in this custom at St. Louis. The ladies decided to retaliate and presented Mr. Mayer with a handsome gold scarf pin. The presentation speech was made by Mrs. W. E. Sheldon of Jackson, Mich., supported on her right and left by the ladies of the party. Mr. Mayer was so surprised and overcome that he was unable to respond in a fitting speech, but lifted up his voice and wept.

THOSE WHO WERE PRESENT.

An unusually large number of ladies were present. They were:

THE LADIES.

Mrs. B. A. Boyd, Indianapolis; Mrs. F. A. White, Indianapolis; Mrs. H. S. Antrim, Cairo, Ill.; Miss Bessie H. Ryan, Decatur, Ill.; Mrs. P. S. Goodman, Chicago; Mrs. H. S. Grimes, Portsmouth, Ohio; Mrs. Harry E. Taylor, Portsmouth, Ohio; Mrs. E. D. Hamlin, Des Moines, Iowa; Mrs. H. I. Baldwin, Decatur, Ill.; Mrs. E. H. Culver, Toledo, Ohio; Mrs. R. W. Harper, Des Moines, Iowa; Mrs. A. R. Sawers, Chicago; Mrs. W. T. McCray, Kentland, Ind.; Mrs. C. S. Clark, Chicago; Mrs. A. P. Hansen, Brookston, Ind.; Mrs. C. R. Mitchell, Ashmore, Ill.; Miss Frankie Mitchell, Ashmore, Ill.; Mrs. Chas. E. Groce, Circleville, Ohio; Mrs. C. A. Burks, Decatur, Ill.; Mrs. A. E. Wood, Gibson City, Ill.; Mrs. C. A. McCotter, Indianapolis; Mrs. S. W. Strong, Pontiac, Ill.; Mrs. H. N. Knight, Monticello, Ill.; Mrs. J. W. McCord, Columbus, O.; Mrs. W. E. Sheldon, Jackson, Mich.; Mrs. M. S. Burke, St. Louis; Mrs. W. S. Butterfield, Battle Creek, Mich.; Miss Bessie Marley, St. Louis; Mrs. C. E. Nichols, Lowell, Ind.; Mrs. R. W. Van Tassel, Peoria, Ill.

Chief Grain Inspectors: E. H. Culver, Toledo; Alfred Anderson, Buffalo; Saml. D. Thomas, Baltimore; F. B. Tompkins, Peoria; F. W. Harrison, Detroit; F. W. Eva, St. Paul; E. R. Gardner, Memphis; J. E. Heniken, Cleveland; Wm. J. Duffy, Philadelphia; Seth Catlin, Boston; Geo. F. Munson, Cincinnati; E. F. Dennis, Cincinnati; C. McD. Robinson, Galveston; Wm. Greener, Indianapolis; M. C. Fears, St. Louis; J. B. Stevenson, St. Louis; S. H. Smith, Chicago; W. J. Nuigarth, Chicago; A. J. Widicius, E. St. Louis; J. R. Wilkinson, St. Louis.

TERMINAL MARKET REPRESENTATIVES.

Indianapolis—E. W. Bassett, T. A. White, D. Y. Huyett, J. T. Gehring, Bert. A. Boyd.

Peoria—A. G. Tyng, C. C. Miles, R. W. Van Tassel, G. M. Miles, W. S. Miles.

Minneapolis—L. B. Sanford, John G. McHugh, J. L. Tracy, Grif. Morris.

Pittsburg—Jos. A. McCaffrey.

Buffalo—B. J. Burns, Fred E. Pond, Geo. H. Gisel, F. A. McLellan.

Toledo—F. W. Rundell, John Wickenheiser, J. A. Smith, A. Shurtz, Fred Mayer, Chas. Knox, J. W. Young, H. L. Goemann, H. H. Driggs, E. L. Southworth.

Nashville—W. M. Hogan, J. H. Bell, Chas. D. Jones, Caswell E. Rose, E. B. Lewis, Jas. S. Frazer, P. H. McClelland, M. K. Kendrick, T. M. Logan.

Memphis—J. W. Fulghum, L. M. Bray, J. S. Denyven, S. F. Pease, J. B. McLeomore, J. J. Wade, H. J. Hasenwinkle, S. M. Bray.

Philadelphia—E. L. Rogers, Jas. I. King, E. H. Rice, Ed. E. Delp, Frank E. Marshall.

Washington—L. A. Fitz, R. S. Kellogg.

Omaha—E. P. Peck, T. S. Cowgill.

Detroit—J. T. Shaw.

Cincinnati—A. C. Gale, H. E. Richter, F. E. Fleming, B. W. Dulaney, G. E. Davis, P. K. Gale, H. H. Hill.

Cleveland—F. W. Blazy, F. E. Watkins.

Milwaukee—P. L. Johnson, W. C. Howland, N. C. Webster.

Boston—Geo. F. Reed, A. S. Heathfield.

New York—L. A. Morey, Chas. C. Ramey, W. T. Foulks, F. D. Henderson, Jas. H. Bowne, L. W. Forbell, Jas. Simpson, Ed. Beatty, C. J. Austin.

Louisville—A. Brandeis, H. H. Bingham, J. B. Campbell, Chas. T. Ballard, Chas. T. Ballard, Jr., W. A. Thompson.

Chicago—P. S. Goodman, W. M. Hirschy, Oscar C. White, F. M. Bunch, Gordon Hannah, Arthur R. Sawers, J. C. F. Merrill, Edward Plagge, P. H. Schifflin, Fred. D. Austin, M. L. Vehon, B. J. Burns, J. A. Waring, A. E. Wood, H. G. Smith, H. H. Newell, Horace Erickson, J. F. Bassett, W. T. Anderson, Wm. N. Eckhardt, L. G. Hugh, L. A. Lewellyn, H. N. Sager, Robert W. Carder, Fred D. Stevens, W. C. Givin, G. S. Green.

Columbus—J. W. McCord, H. Johnson.

New Orleans—A. F. Leonhardt, A. McMillen.

Lincoln, Neb.—H. C. Noland.

Baltimore—John M. Dennis, Emory Kirwan, Jas. Wirth, Chas. England, H. E. Elgert, J. C. Fears, Jas. A. Clark, Wm. Rodgers, Jos. Wirth.

Kansas City—G. H. Davis, H. A. Holmes, Thos. H. Sollers, H. C. Nunn, P. C. Smith, T. C. Hoose, J. K. Seagrave, P. J. Tapp, H. H. Hodgson.

STATE DELEGATES.

Arkansas—Elmo Marsh, Pine Bluff.

Wisconsin—Frank Schumacher, Port Washington.

Pennsylvania—J. B. Yeager, Wilkes-Barre.

Alabama—E. Wilkinson, Birmingham.

Kansas—F. G. Olson, Wichita; W. H. Hastings, Wichita.

Tennessee—S. R. Harolds and J. C. Sanders, Lebanon.

Texas—J. J. and Aug. Mugge, San Antonio.

Kentucky—J. R. Shaw, Jett; R. B. Hutchcraft, Paris; J. M. Haggin, Lexington; R. S. Logan, Lexington.

Ohio—H. S. Grimes, Portsmouth; Grant McMorron, St. Paris; E. A. Grubbs, Greenville; R. G. Calvert, Selma; Chas. E. Groce, Circleville; R. R. Bales, Circleville; J. L. Doering, Antwerp; Harry W. Kress, Piqua; O. M. Clark, Cable; E. C. Bear, Hicksville; C. B. Jenkins, Marion.

Michigan—W. E. Sheldon, Jackson; J. M. Coup, Saginaw.

Oklahoma—H. C. Clark, Oklahoma City.

Iowa—Harlie Yost, Libertyville; O. K. Morrison, S. English; J. W. Berry, Clarinda; E. L. Donner, Málvern; A. Brackney, Clemmons; J. E. Wilson, Cromwell; P. Schowalter, Wayland; M. M. Patten, Laurel; H. Rump, Red Oak; D. L. Patton, State Center; W. G. Sherman, Riverton; McLain Morgan, Keota; O. A. Talbott, Keokuk; H. E. McCoy, Keokuk; R. A. Frazier, Nevada; W. F. Morgan, Des Moines; W. A. Wilkin, Albia; G. W. Tudor, Lacey; H. W. Tabott, Osceola; B. A. Lockwood, M. McFarlin, E. D. Hamlin, R. W. Harper and H. C. Moeller, Des Moines; A. D. Hayes, New London; J. F. Hennings, New London; A. J. Zingre, Mason City.

Indiana—A. E. Reynolds, Crawfordsville; T. A. Morrison, Frankfort; M. L. Conley, Frankfort; J. S. Hazelrigg, Cambridge City; E. Hutchinson, Arlington; T. O. Stanley, Lyon Station; W. T. McCray, Kentland; P. E. Goodrich, Winchester; W. B. Foresman, Lafayette; A. P. Hansen, Brookston; E. M. Wassmuth, Roanoke; H. H. Deam, Bluffton; Maurice Neizer, Monroeville, Ed. H. Young, Evansville; G. D. Ettinger, Bourbon; W. T. Davis, Coatesville; F. W. Kennedy, Shelbyville; M. T. Dillen, Frankfort; E. A. Feight, Frankton; C. E. Nichols, Lowell; G. H. Lewis, Lawrenceburg; T. C. Crabbs, Crawfordsville; J. W. Sale, Bluffton.

Missouri—M. F. Dunlap, O'Fallon; P. N. Hanna, Canton; W. J. Garner, Louisiana; J. M. Lane, Sedalia;

O. J. Woodbridge, Boonville; W. F. Circle, Wakenda; B. A. Thornhill, Gray Summit; D. T. Day, J. C. Barks, George W. Crump and Luther Crump, Centralia; John McNeas, Hughesville; C. W. McClelland, Maplewood; W. L. Bealmer, Atlanta; J. M. Haverfield, Lamnito; D. B. Sailor, Buell; F. Currin, Clarksville; E. McDaunold, Clarksville; Jos. Sandbothe, Martinsburg; John Rudern, Slater; J. H. Nutler, High Hill; John Haslow, Kahokia; Arthur Steeples, Granger; J. H. Wayland, Salisbury; L. J. McNabb, Salisbury; Wm. J. Mulard, Annabel; J. M. Cobb, Annabel; R. C. Stone, Springfield, Aug. Strassner, Etiah; F. J. Delaney, St. Joseph; D. H. Clark, Galt; H. D. Kenter, Float River; M. Blankenship, St. Charles; T. S. Long, Centralia; J. A. Cherishaw, Charleston; W. J. Baird, St. Charles.

Illinois—John Pier, Nokomis; J. H. Harris, Mattoon; H. L. Deppe, Meredosia; Chas. Abbot, Ferris; T. W. Owingo, Colusa; H. Johnpeter, Posey; Loren Travis Morrisonville; Jas. Burbridge, Pittsfield; J. W. Outbier, Ferris; J. P. Woolford, Galton; J. C. Roe, Hayes; T. V. Hanson, Velle Grove; Tom Abrams, Tuscola; J. E. Collins, Garrett; H. I. Baldwin, Decatur; C. J. Sinclair, Ashland; Frank E. Biggs, Ashland; E. M. Wayne, Delavan; Geo. D. Montelius, Piper City; C. R. Mitchell, Ashmore; H. N. Knight, Monticello; H. L. Anderson, Rockport; S. W. Strong, Pontiac; C. M. Spitley, Lincoln; Adolph Oberle, Raymond; V. C. Elmore, Ashland; J. C. Beckemeyer, Beckemeyer; F. S. Shultz and A. M. Shultz, Shipman; W. W. Hill, Springfield; John Thistlewood, Cairo; A. L. Hardin, Charleston; J. C. Roe, Hayes; J. M. Kearby, Stanford; H. A. Hillmer, Freeport; A. M. Blythe, Jays; R. S. Nelson, Jacksonville; J. T. Todd, Springfield; D. G. Campbell, Springfield; W. G. Zinn, West Point; D. G. Corbin, West Point; George Schoenig, Columbia; J. H. Brown, Rosamond; H. Moxley, Rosamond; A. C. Dwyer, Ohlman; E. Cockrell, Jerseyville; G. M. Stankard, Beckemeyer; M. M. Freerie, East St. Louis; H. R. Hall, Sandoval; G. E. Obever, Hillsboro; Chester Silver, East St. Louis; H. A. Marsh, Alton; J. H. Walter, Jr., East St. Louis; Frank Supple, Bloomington; J. T. Darnielle, Piasa; J. N. Hairgrove, Virden; R. C. Baldwin, R. V. S. Lloyd; E. S.

sterling qualities; whose ability and integrity were recognized by all interests with which he was connected; and,

"Whereas, The members of this Association feel keenly the loss that has been thrust upon them; be it

"Resolved, That this expression of regret be embodied in the records of this meeting now assembled and that a copy be forwarded to the bereaved family of the deceased as a token of our profound sympathy and that out of respect to his memory this session be now adjourned."

INDUSTRIAL LEAGUE'S BILL OF LADING.

The text of the bills of lading recommended by the Industrial Traffic League is as follows:

NON-NEGOTIABLE BILL.

ORIGINAL—[Stamped across the face, "Not Negotiable."]

.....Railroad Company.

.....Station190..

Received from the property described below, in apparent good order, except as noted (contents and condition of contents of packages unknown), to be transported and delivered, in accordance with the provisions of law, in like good order, to consignee.

(Insert description of articles, weights, rates



MEMBERS OF THE COMMITTEE ON ARRANGEMENTS.

Summers, Bloomington; A. H. Messer and B. Senteney, Mattoon; L. Schulhafer and C. A. Dryer, Champaign; C. E. Hitch, West Ridge; John Sipp, Bourbon; J. S. Coon, Rantoul; H. S. Antrim, Cairo; John Schultz and A. G. Schultz, Beardstown; G. J. Siebens and Ambrose McAarty, Decatur; H. J. Bender, Nokomis; L. L. Harrison, Dwight; J. H. Lloyd, Springfield; Wm. McCarty, Tuscola; Harry Messer, Mattoon; F. J. Zimmerman, Athens; H. I. Masters, Carlinville; G. F. Barrett, Pana; Chas. J. Hezel and F. H. Hezel, East St. Louis.

THE NEXT ANNUAL CONVENTION.

The directory has reelected John F. Courcier secretary and named Indianapolis as the convention city of 1909, on October 11-13.

ANNUAL MEETING OF CHIEF GRAIN INSPECTORS.

The Chief Grain Inspectors' National Association held its annual meeting on Friday morning, October 16. The old officers were re-elected as follows: E. H. Culver, Toledo, president; M. J. Duffy, Philadelphia, vice-president; Alfred Anderson, Buffalo, secretary and treasurer.

The following were elected honorary members of the Association: John Foering, Philadelphia; Homer Chisholm, Cincinnati; Wm. Smillie, Chicago.

The greater part of the business of the meeting consisted in discussion of the rules pertaining to uniform inspection, which were taken up later in the sessions of the Grain Dealers' National Association.

The following resolution was adopted on the death of Chas. McDonald of Baltimore, after which the meeting adjourned:

"Whereas, In the death of Chas. R. McDonald, Jr., the Chief Grain Inspectors' Association has lost a sterling associate and friend; and,

"Whereas, In the death of Mr. McDonald our Association has parted with a charter member and past president whose services in the interest of the Association were characteristic of his

and route, and car number and initials, if in carloads.) (Signed)Agent.

UNIFORM ORDER BILL OF LADING.

.....Railroad Company.

.....Station190..

Received from the property described below, in apparent good condition, except as noted (contents and condition of contents of packages unknown), to be transported and delivered to the order of, in accordance with the provisions of law and the terms of this bill of lading.

The property herein described shall not be delivered until this original bill of lading, properly indorsed, has been surrendered and canceled, or, in case of a partial delivery, a statement thereof has been indorsed hereon.

Any stipulation or indorsement on this bill of lading that it is not negotiable shall be void and of no effect.

Inspection will be permitted under this bill of lading, unless otherwise indorsed hereon, which indorsement shall be made at the time of issue by the agent, if requested by the shipper. Any alteration, addition or erasure, fraudulent or otherwise, in this bill of lading, which shall be made without the indorsement thereof hereon, signed by the agent of the carrier issuing this bill of lading, shall be without effect, and this bill of lading shall be enforceable according to its original tenor.

Special marks.

Consigned to order of.....

Destination

Notify

At

(Insert description of articles, weights, rates and routes, and car numbers and initials, if in carloads.)

[Official Stamp]Agent.

The League says: "We advise all members to have printed and use these forms of bill of lading when offering property to the carriers for transportation, as carriers cannot refuse to accept and forward property subject to their legal obligations," which does not include the penalty clause of 10 per cent on the 110 per cent rate.

COMMUNICATED

[We invite correspondence from everyone in any way interested in the grain trade on all topics connected therewith. We wish to see a general exchange of opinion on all subjects which pertain to the interest of the trade at large, or any branch of it.]

REMODELING AT BELLE PLAINE.

Editor American Elevator and Grain Trade:—The remodeling of the Peavey Elevator and installing of a new 5-horsepower gasoline engine is completed.

Thrashing hereabouts is about all finished. Wheat is in excellent condition; the average yield is 15 bushels per acre.

Yours truly,
Belle Plaine, Minn. M. O'BRIEN, Agt.

BUILDING AT KIRKPATRICK, IND.

Editor American Elevator and Grain Trade:—Correcting the details of an item in your last issue, would say that a new elevator is being built at Kirkpatrick by J. P. Halstead, a brother of the Halstead Bros. of Brookston, Ind. The elevator will be of 20,000 bushels' capacity, with iron siding and roofs and first-class in every respect. It was designed for quick handling of grain. Messrs. Bowen & Shaeffer of Lafayette, Ind., have the contract.

Yours truly,
Kirkland, Ind. J. P. HALSTEAD.

NEWPORT CERTIFICATES O. K. IN ENGLAND.

Editor American Elevator and Grain Trade:—Your attention is respectfully called to the following copy of the official notification of the London Corn Trade Association, relative to Newport News Official Certificates of Inspection:

London Corn Trade Association,
Exchange Chambers, 28 St. Mary Axe,
London, E. C.

17th September, 1908.

Dear Sir:—I am directed by the committee to inform you that it has been decided that on and after the first of October next, Newport News Official Certificates of Inspection shall be tenderable, under the London Corn Trade Association American grain contracts Nos. 14, 15 and 16.

Yours faithfully,
Clarence Porter Jones, Esq., Pres., Newport News Chamber of Commerce, Newport News, Va., U. S. A.

Yours very truly,
W. S. UPSHUR, Mgr. of Elevators.
Newport News, Va.

BAD ORDER CARS AT SUPERIOR.

Editor American Elevator and Grain Trade:—Inclosed find official record of the Chief Weighmaster on condition of cars unloaded in the city of Superior during the month of September.

The Wisconsin Grain and Warehouse Commission, acting under the laws of this state, on January 1, 1908, assumed charge of the weighing of all grain in and out of the elevators and mills at this point. One of the first reforms inaugurated by the Commission was the close checking of cars on condition and leaking at the time of unloading. It is common knowledge that a large amount of grain is annually lost on this account. We are giving this matter the widest publicity possible, believing that by so doing it will force the shipper to be more careful in the preparing of his car for shipment, and that it will also force the different railroad companies to keep their cars in better repair and also provide better grain doors and more of them for the use of the shipper. We have seen enough to justify us in the statement that with the large cars in present use a single pine grain door is not strong enough to withstand the strain it undergoes in shipment and that they should be doubled.

STATEMENT OF BAD-ORDER CARS.

The condition report of cars received at Superior, Wis., during September, 1908: 10,861 cars received. Of the number of cars weighed by Wisconsin-North Dakota weighers during the month of September 5,941 were in leaky condition, as follows: Grain door leaks, 3,929; end leaks, 2,628; side leaks, 1,032; corner leaks, 479; draw bar leaks, 245; bottom leaks, 97; cars

reported "newly nailed," "patched" or "cleated," 518 (report is made on all new work of this kind, whether done before or after grain was loaded, to be determined between shipper and railroad company); cars with leak stuffed with "rags," "waste," "paper" or "grass," 17; cars showing evidence of having been pilfered, 16; repaired but showed depression in grain line, 9; reported in "bad order" on end or sides, 9; reported as having been loads from wrecks, 2; cars with no side doors, 19; no end doors, 4; cars with roof broken away at top on end, 2; cars no end seals, 1,305; cars no side seals, 770; cars end doors open, 267; side doors open, 114.

H. A. JUNEAU,
Chief Weighmaster.

TRANSFERRED.

Editor American Elevator and Grain Trade:—Enclosed please find \$1, for which please send me for one year the "American Elevator and Grain Trade."

I have been transferred from Sheldon, N. D., on account of the Acme Grain Company's selling its elevator at that station to the Great Western Elevator Company, also a transfer in companies, as I am now agent of the Great Western Elevator at Mercer.

Hoping that all copies of the "American Elevator and Grain Trade" will prove as good as the sample you sent me. Yours truly,

Mercer, N. D. H. L. DORN.

NEW WAREHOUSE AT JACKSONVILLE, FLA.

Editor American Elevator and Grain Trade:—We beg to advise you that we have just completed our terminals, which are 450 feet long by 95 feet wide. These terminals are at the foot of Newman Street, St. John's River, Jacksonville, Fla. We are located in the heart of the business section of our city, and have warehouse capacity of 300 cars, track capacity for 18 cars at a time and ship berth capacity of 900 lineal feet.

We can accommodate ships at our terminals drawing 26 feet of water. The object of this business is to handle flour, grain and hay in large quantities exclusively to the jobbing trade; also to do an import and export business in these lines.

We are now open for business, with the finest facilities in the Southeast. In addition we are preparing to build a grain elevator in connection with the warehouse. This grain elevator will not be for storage, but for the purpose of sacking bulk grain for the requirements of our market. We expect to have a capacity of about ten cars per day for this purpose.

We are incorporated; \$10,000 capital; bonded, \$25,000.

Yours very truly,
MERCHANTS' WAREHOUSE CO.,
J. S. Easterby, Mgr.

Jacksonville, Fla.

KELLOGG AND THE BUFFALO ELEVATOR POOL.

Editor American Elevator and Grain Trade:—There has been a small revolution effected in the Buffalo elevator trade this month, which ought to be a cause for great satisfaction to the local interests, though the Western grain shipper may look at it in a different light, for it ought to affect the cost of handling grain here. Spencer Kellogg has dropped his war on the elevator pool and the railroads and has brought his two elevators into the pool, promising to remain a couple of years and, of course, agreeing not to rebate any more.

The pool and the railroads will certainly look upon this as a victory on their part and it is quite possible that Kellogg will regard it as a good thing also; for in taking a great part of the grain he handled at half rates, he came in bad odor with the railroads and other interests, some of the roads refusing to carry his grain at all.

In order to assert himself Kellogg sued the railroads and the elevator pool and at first beat them in court, though his verdicts were afterwards set aside, and he appears not to have felt like going

on with them any further. Though the Kellogg elevators were first built for the handling of flaxseed, of which he is a great consumer here, they always entered into the grain handling trade and became the chief disturbing element in it.

The enlarged pool held a meeting early in the month, and is now in line for winter storage, the old rate of two cents for the season being made, with prospect of very much of the former large handling, spite of the competition from Canada and the floating cargo interests.

Yours truly,
Buffalo, N. Y. J. W. C.

INSPECTION AT GALVESTON ENDORSED.

Editor American Elevator and Grain Trade:—Some complaint was made some time ago by certain shippers in Kansas and Oklahoma that the handling of wheat at Galveston was not satisfactory. It was contended by Galveston interests that the condition of the wheat was due to the fact that it had been shipped in an unfit condition and that the fault was one of the shipper and not with the inspector at Galveston.

The matter finally reached an acute stage, and at the suggestion of the Galveston Chamber of Commerce, Secretary Prouty of the Oklahoma Grain Dealers' Association was sent to Galveston for an investigation. I beg to inclose you herewith copy of Secretary Prouty's report, which speaks for itself and fully exonerates the Galveston inspection department from any failure to do their duty, and, as expressed by Mr. Prouty, puts the blame on shipper, who has not given particular attention to the grading of his wheat at points of shipment.

Yours truly,
MR. PROUTY'S REPORT.
H. H. HAINES, Secy.

Enid, Okla., September 12, 1908.—To Members: In accordance with the circular issued from this office under date of August 19, your secretary has just returned from a week's stay in Galveston, where he went to investigate the inspection of grain, the delays in transit and the advisability of establishing an inspector at that point.

Referring to the first matter, will say that during the time I was there I found nothing to warrant the belief that the inspection department is carried on in anything but an honorable and honest manner; and of something over five hundred cars inspected during that time none was graded until I had first passed on it and given my opinion as to its grading. Of that number the Chief Inspector of Galveston and I differed only slightly on the grading of four cars. Whether or not these conditions existed prior to my visit and will continue to exist is not for me to say, as I can only judge from a most thorough examination during the six days of my stay there.

In my opinion one of the causes of low grades at that point is due to the condition of grain when shipped, as a good number of cars were found dry on top and out of condition in center and bottom, a state which could not be brought about by climatic conditions.

Two years ago a great deal of complaint was made regarding the long delay in unloading of grain after cars had reached the island. It was true such a congested condition existed then, but I found none such to-day, as three days was the longest any car had been held there before unloading during my stay. What effect the climate of the island may have upon grain held there in cars some time I cannot state, for, as I said before, I saw none but was unloaded three days from the time it reached the island, except grain being held by special request.

An erroneous idea has existed, held by myself as well as others, that the grain was not inspected until cars were set at the elevator for unloading, when in fact as soon as possible after cars are turned over to the wharf company by the railroads they are set on the siding and inspected, whether to be unloaded or not.

As to the advisability of stationing a man at Galveston, will say that in my opinion he would be of little benefit, as it is impossible for individuals to have their grain handled separately at that point. The manager of the wharf company which controls the elevators on the island informed me that they have no facilities for separate binning, though should they be able to handle our grain it must go into bins with other grain of similar grade and test. Thus, the shipper would be compelled to stand his share of the shrinkage, even though a large per cent of the

grain was in a worse condition than his. I have tried to state fairly existing conditions at the port of Galveston as I found them, and would urge upon the shipper to be sure that grain was in good condition before leaving point of origin.

Briefly let me warn you of the cost of carelessness in the way of cooping your cars, as a poorly fitted grain door means considerable loss to the shipper. This was much in evidence in many of the cars I examined.

Yours very truly, C. F. PROUTY.

ILLINOIS GRAIN INSPECTION.

Editor American Elevator and Grain Trade:—The Illinois State Grain Inspection Department is making an earnest endeavor to give the shippers and dealers of grain tributary to the Illinois market the best service that can be given. Strenuous efforts have been made and are still being put forth to improve and to develop a system of inspection that will prove effective and satisfactory to all parties and as near perfect as can be devised. To do this it has been found necessary to depart somewhat from the antiquated system that has been in operation for so many years and to introduce more modern methods. The first steps in the new department have been taken and the many advantages of the new system have already made themselves apparent. As was expected, a certain amount of criticism and opposition has developed among dealers opposed to any change, but with a better understanding this opposition has already begun to wear away, and in a short time, when the system is fully developed, it is confidently believed that Illinois in the accuracy and uniformity of the inspection of grain will outrank all other states.

Under the old system of inspection there was great lack of uniformity, the inspectors being so far separated from each other when at work that there was no opportunity for conferring and exchanging opinions when in doubt. The Inspection Department has never furnished or kept samples, the sampling being done by men known as receivers' agents, who were not in any way connected with the Department. The samples furnished by these agents were not always identical with the samples passed on by the inspectors when determining the grade, hence the samples shown on the tables were irregular and uncertain, sometimes being better and sometimes poorer than the samples used by the inspectors.

Under the new system liberal samples are taken from the car and brought to the office, where they are inspected under most favorable conditions by inspectors chosen for their superior efficiency. These men, doing their work all in the same room, can confer with each other in cases where any doubt arises, and uniformity and accuracy are thus brought about. In cases of reinspection a decision can be rendered in a very few minutes, doing away with the previous delay of from two to five days. All receivers do not use the samples passed on by the grain inspectors, but use those collected by the receivers' agents, which, as stated before, are not identical with the samples used by the inspectors. If you desire your grain sold by the sample used by the inspector in determining the grade you should suggest the same to your commission merchants, as some of them do not use them.

Instructions are given to inspectors to allow the grain the benefit of every reasonable doubt. Every effort is being exercised to bring about a system as nearly accurate and just to all concerned as human judgment can arrive at.

The object of this letter is to ascertain if the efforts of this Department to improve the service wherever possible are approved by those most interested. Shippers, therefore, are requested to reply at once, giving a candid expression of their opinion as to the work done in the past, also any criticisms that they may have to offer and the advisability of continuing the effort to improve the service.

If shippers have recognized marked improvements during the last three or four years, they are asked to kindly say so; if not, to express their

opinion to the contrary, as their hearty co-operation is very much desired. Any suggestions will be gladly received and carefully considered. When in Chicago, shippers are most cordially invited to call at this office, become acquainted and witness the new system of inspection.

Respectfully,
Chicago, Ill.

W. S. COWEN,
Chief Inspector.

GIANT CORNSTALK.

Kansas and Nebraska in times past have boasted of their cornstalks. Fairy stories of lost Jack-o'-the-Beanstalks have percolated through state lines in years gone by, that encouraged



SAMUEL FALLON AND A GIANT CORNSTALK.

the belief that a Kansas cornfield might ultimately act as a substitute for the lost timber of our once "inexhaustible" forests. However, other states have cornstalks, too. Not long since even stony Massachusetts put in a claim for renown in that direction, and now we have a candidate for fame from Iowa, the land of corn in the ear as well as cornstalks. His name is Samuel Fallon, who claims for Webster County a field of the largest corn in the state. It attained an average height of 12 feet, although some few of the stalks were 14 feet in height. The one in the picture was 14 feet 4 inches high. The corn was planted on May 25, and was given no more attention than any other corn. Mr. Fallon, living north of the city of Fort Dodge, the owner, had 12 acres of it. It is of the improved Early Dent variety. The ear was 9 feet from the ground. It was the tallest corn that

has been raised in Webster County or Iowa that has been reported.

NEW ORLEANS COMPLAINS.

On September 15 the grain merchants at New Orleans prepared and forwarded to Governor Folk of Missouri and Governor Deneen of Illinois a protest against what they term "the irregular inspection of grain at St. Louis and East St. Louis," the said protest being signed by President Schreiber and Secretary Herring of the New Orleans Board of Trade. The specifications of this protest, as addressed to Governor Folk, were substantially as follows:

During the past year our merchants have bought grain in large quantities from St. Louis, and invariably were furnished with inspection certificates, which pretend that the grain is of a certain classification, when in reality the grades are entirely different when the stuff arrives here, showing that either the work is conducted very carelessly by the inspectors in your state, or that they are absolutely incompetent to perform such service.

As an example we inclose herein an inspection certificate, which is really not a certificate at all, because it appears to be entirely irregular, in so far as the signatures are all placed thereon with a rubber stamp; and we believe you will agree with us that the issuance of such certificates shows great carelessness and laxity in business methods. But assuming that these certificates were stamped for convenience sake only, the inspection on this car was conducted very carelessly, or the inspector who handled this car is incompetent.

The car of oats in question was loaded out of the Mounds City Elevator, and was permitted to take a grade of No. 2, and was one of the dirtiest cars of oats ever received upon this market. When this car arrived here the inspector's sample was submitted to the Grain Standardization Office of the Department of Agriculture of the United States, and the attached certificate shows the quantity of foreign matter and dirt that the oats contained, altogether over 26 per cent.

The rules of the Missouri Inspection Department state that "No. 2 oats shall be reasonably clean and reasonably free from other grain." We are aware of the fact that upon the term "reasonably" there may be a difference of opinion, but we do not believe that any inspector should at any time classify very dirty oats and badly mixed oats as "reasonably clean" and "reasonably free from other grain," and when he does so he would seem to be absolutely incompetent.

The instance we recite is only one of many others that could be mentioned, and for which we will gladly produce the proof, if it is necessary, but the inspection in St. Louis has been so irregular and defective that we do not believe any particular proof is necessary.

We complained to the merchants of St. Louis and had some of them to visit New Orleans to see conditions for themselves, and after they had paid heavy reclamations we were in hope that conditions would be improved, and that the evil would be cured. But there has been no improvement, and as we are entering upon a new crop season we make this appeal to you.

Up to the time the present rate law went into effect it was a common thing for merchants to get rebates from the railroads in order to do a large business. The present methods in the Missouri Inspection Department are as demoralizing as the rebates were prior to the present rate law.

We feel that you and your administration will not tolerate improper practices, and feel that an appeal to you can rectify the conditions that exist at the present time.

The manner in which the inspection is conducted in St. Louis is demoralizing to the trade and disturbs business, and it could never be termed honest at any place. We know that no merchant in St. Louis would stand for any such inspection into their elevators, and so long as they would not accept such inspection inwardly, they ought not to have an inspection outwardly that is so manifestly unfair.

The subject matter is now being investigated by the Railroad and Warehouse Commission of Missouri. No report has as yet appeared from that body except the statement that, "These cars were inspected on the same day by the same inspector and from the same elevator, and all three were graded No. 2 oats. The two cars about which no complaint has been made are being traced in order to ascertain if there was any objection to them."

ALLIANCE ELEVATOR AT HAMMOND, IND.

One of the recent additions to Chicago's list of grain firms is the Burns-Yantis Grain Company, a corporation formed by merging the interests of Burns Brothers, Buffalo, and the business of S. W. Yantis, also of Buffalo, who early in the present year acquired the steel elevator formerly operated by the Central Grain & Stock Exchange of Hammond, Ind. The company has offices in the Western Union Building, Chicago, and also retain their offices at Buffalo, N. Y.

The elevator, which is now called the Alliance Elevator, is located on the Indiana Harbor Belt Railway in Hammond, Ind., and abutts on the Grand Calumet River. The elevator is entirely of steel, having a working house of approximately 50,000 bushels capacity and a tank storage of

or the coal track. Grain is supplied to this warehouse by a spout and the grain is drawn from bins through an automatic sacking scale for trade which requires grain delivered in sacks. This combined warehouse and dust plant is the first and most complete of its kind which has been constructed in this vicinity. All the dust from the various cleaners in the house is blown directly by the various machines through the warehouse, where it is sacked for shipment. No dust or offal from grain is burned under the boilers.

The sixteen tanks which compose the storage annex were all flat bottom, but since the property has been acquired have all been hoppers, with a sand fill and concrete floor with sidewalk finish, making them all self-cleaning.

The track shed has been widened and three new shipping spouts installed so that grain may

bottom of each bin. A new Hess Dryer has also been recently constructed in connection with Elevator No. 3 and will be of great advantage in conditioning corn and wheat.

Baltimore should see a large increase in her export trade as a result of this additional capacity. Heretofore local exporters were greatly handicapped in their business owing to the fact that they could not keep in storage a sufficient amount of grain to meet immediate requirements. With the new bins they will be able to make more liberal contracts with the Western growers for export grain to Baltimore. Further, they will be able to secure the steamers to carry the grain abroad with more facility when it is demonstrated that the stock is in storage and ready for immediate loading. The Pennsylvania has made provisions for later additions as the trade shall develop. With the present new facilities and the certainty of more in the future, Baltimore should make great strides as a grain port.

INTERNATIONAL INSTITUTE OF AGRICULTURE.

The International Institute of Agriculture, instituted by the King of Italy, on the initiative suggestion of Hon. David Lubin of California, and endowed by the King in the sum of \$60,000 to \$100,000, will begin its actual work with the meeting of the General Assembly of the Institute in the palace erected by Victor Emanuel at Rome, in November. The first task to be assumed by the General Assembly will be the collection and publishing of reliable information concerning the world's supply of the staples of agriculture. Other subjects of inquiry will be wages paid for farm work, new diseases of vegetation and their remedies, agricultural co-operation, insurance and credit, and simplification of weights and measures.

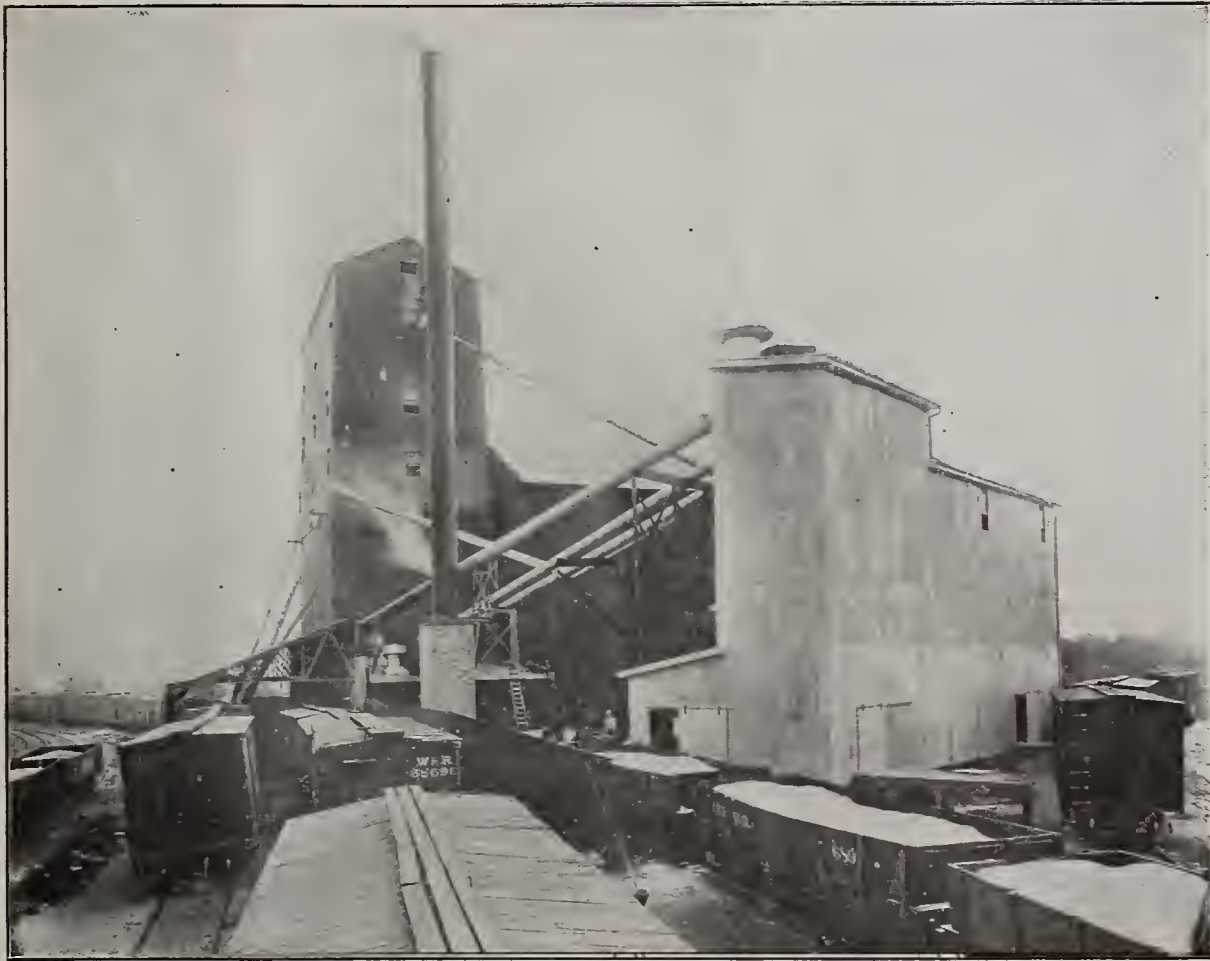
At the June conference of the Institute, Signor Faina, an Italian agricultural expert widely known throughout Europe, was chosen president. He has formulated a plan for the working of the Institute which is now being considered by the various adhering governments, and will be passed upon at the November session.

The members of the Institute now are: The Argentine Republic, Australia, Austria-Hungary, Belgium, Brazil, British Guiana, Bulgaria, Canada, Chili, China, Costa Rica, Cuba, Denmark, Ecuador, Egypt, Ethiopia, France, Germany, Great Britain, Greece, Guatemala, India, Italy, Japan, Luxembourg, Mexico, Montenegro, Mauritania, The Netherlands, New Zealand, Nicaragua, Norway, Paraguay, Persia, Peru, Portugal, Roumania, Russia, Salvador, Servia, Spain, Sweden, Switzerland, Turkey, Uruguay, and the United States of America.

In spite of an effort to deprive Mr. Lubin of a place as representative of the United States at the Institute, that gentleman will have a seat as such in the General Assembly, accompanied by four colleagues, among whom will be George K. Holmes, of the statistical bureau of the Agricultural Department.

Farmers hauling to Cando, N. D., during the last few days of September enjoyed the profits of a buyers' war that put all grain marketed there up to 4 cents above the market.

A Richmond paper reports a specimen of corn grown in Powhatan County, one ear of which had 20 rows of kernels, and measured 11½ inches in length by 8¼ inches in circumference. Each row contained 55 kernels, so that the ear had altogether 1,100 kernels. As the cob was only ¾ of an inch thick, the grains were 1 inch long. The ear weighed 1 pound and 10 ounces, and when perfectly dry, as it will lose about 25 per cent in the evaporation of its moisture, it is expected to yield 1 pound of shelled corn. The yield per acre averaged 75 bushels. It was grown by Prof. S. B. Heiges at Dorset.



ALLIANCE ELEVATOR. HAMMOND, INDIANA.

approximately 350,000 bushels capacity. The working house is 32x56 and approximately 120 feet high; contains seven elevators, three 1,400-bushel hopper scales with garners, two large oat clippers, and one large separator, together with complete aspirating system, purifier; also four 30-inch belt conveyors, besides a transfer screw conveyor in the basement and conveyors to and from the purifier, together with one additional conveyor over tank storage for handling material in process.

The elevator when acquired had only two large stands of elevators, which were used by the former operators for the double purpose of receiving and shipping. The present owners have added four additional large steel elevator legs, two for shipping and two for process work, besides one new clipper, aspirating system, purifier, and conveyors.

The power plant consists of two 80-horsepower horizontal tubular boilers which have been equipped with a new breeching and steel stack 49 inches in diameter, 125 feet high. The engine is a 175-horsepower Bates Corliss, running 100 revolutions per minute, and a new boiler of 200 horsepower is being installed.

In addition to the other improvements a warehouse, 30x72 feet and about 60 feet high, containing 8 grain bins, holding 12,000 bushels, and two large dust bins, has been built, and is served by an additional spur track, which has been installed so that the operation of this warehouse will not interfere with the receiving and shipping

be shipped through either the receiving or shipping scales, as the shipping elevators deliver to both shipping and receiving scales.

Those tanks which are being used for purified grain have been painted with ebonite, which is guaranteed to resist the action of the purifying fumes.

A new frame office, covered with corrugated iron, has also been constructed on the east side of the elevator.

The plant began operation about the first of August and is at present in service night and day.

The entire work and design of reconstruction was done by Claude D. Stephens, engineer in the Monadnock Building, Chicago.

ADDITIONAL STORAGE CAPACITY AT BALTIMORE.

The grain trade of Baltimore has long complained of being hampered by the lack of sufficient storage capacity at that port. On October 1 the Pennsylvania Railroad largely relieved this condition by the opening of ten new concrete storage bins, with a total capacity of 1,000,000 bushels, at Canton, a suburb of Baltimore. These new storage houses, which will be operated in connection with Elevator No. 3, are cone shaped and constructed of reinforced concrete throughout. The bins are located some 500 feet from the elevator itself, being connected with it by an overhead steel conveyor eighty feet in the air. Grain will be received at the top and discharged at the

NEW INSPECTOR AT BALTIMORE.

Samuel D. Thomas, who has been appointed chief grain inspector at Baltimore to fill the position formerly held by the late Charles McDonald, Jr., is regarded as an expert in his line, his long connection with the grain inspection department at Baltimore being evidence of his official ability and high personal character.

Mr. Thomas was born in Baltimore in 1859 and was educated in private schools in that city with the intention of entering college, but before doing so his plans were changed, and in 1875



SAMUEL D. THOMAS.

he accepted a position with Wylie, Smith & Co. of Baltimore, then large handlers of grain in that market. He remained with that firm until 1878, when he was appointed to a position in the grain inspection department at Baltimore, and by careful attention to his duties he advanced step by step until on July 11, 1905, he was made second assistant inspector. On October 24, 1905, he was promoted to the position of first assistant inspector and now, upon the death of Chief Inspector Charles McDonald, Jr., Mr. Thomas has been made chief grain inspector of Baltimore, his commission dating September 15, 1908.

From his long service in the department and intimate association with the late Charles McDonald, Jr., he is eminently fitted to assume the duties of chief grain inspector, also to conduct the Baltimore Grain Inspection Department upon the same lines as his predecessor, understanding fully, as he does, the requirements of that position, not only as a technical judge of grain, perfected by long experience, but also as an officer of the high order of executive ability needed to efficiently fill that important position.

The promotion of Mr. Thomas to the head of the Baltimore Grain Inspection Department will prove satisfactory to the grain trade generally, and is entirely in accord with the spirit of civil service rules there in operation, and is also a recognition of an honest and capable official, who during thirty years of continuous service has consistently, faithfully and in a broadminded manner cared for the material interests of the grain trade generally.

One of the great public works of the world that are frequently referred to as contemplated, but not always finally reported as finished, is the regeneration of the historic Euphrates valley, the veritable Garden of Eden of the Semitic legends and once the home of a teeming population. It is possible the new political troubles into which Prince Ferdinand of Bulgaria has forced the Porte may again interrupt this irrigation scheme, for that is what it is, but it is said that even before the late radical change in the form of the Turkish government the Sultan's govern-

ment had engaged the eminent irrigator, Sir William Willcocks, whose long services in connection with the Egyptian water system, culminating in his taking an important part in damming the Nile at Assouan, have made him famous in the old world. This appointment is said to have given Sir William an opportunity he had long desired. For years past he has been working out a gigantic scheme for restoring the ancient Chaldean irrigation of the country between the Tigris and the Euphrates Rivers, and has frequently visited this site of the mythical Eden. He is convinced that its old-time wonderful fertility may be restored with comparative ease.

NEW SYSTEM OF INSPECTION.

On September 14, Chief Inspector Cowen at Chicago published the following notice:

Notice is hereby given to the receivers of grain on the Chicago, Milwaukee and St. Paul Railroad, Chicago, Burlington and Quincy Railroad, and the Chicago and Alton Railroad, that the Illinois State Grain Inspection Department will adopt its new system of inspecting grain on the above named railroads Thursday morning, September 17, 1908. All receivers and consignees of grain desiring this Department to furnish them with samples will please notify the Chief Grain Inspector in writing at once, and should also notify, in writing, the local agents of the above mentioned railroads, requesting them to deliver to the State Grain Inspection Department's samplers (commencing on the above mentioned date) the receiver's notice of arrival, in order that the proper arrangements may be made for the delivery of the receiver's notice and samples on the floor of the Board of Trade. This Department will charge a fee of 15c per car for sampling and the delivery of same.

As the reader doubtless understands, by the new system the grain is brought in from the cars by the inspectors in bags and then inspected in the down town office, where a large room has been turned over to the work. The samples are preserved so that prompt action is possible wherever reinspection is demanded, reinspection when asked for being made the same day. In case there seems to be unevenness in the quality of the grain, the inspectors takes a quantity of the corn, wheat or oats, as it happens to be, from each part of the car where differences are apparent. If the grain is hot it is promptly marked "no grade," a condition of which it would be impossible to judge after sending into an office.

On the first day after the order went into effect, over 200 cars of grain were so inspected, and since then the system has been most favorably commented on by both receivers and shipper.

The directors of the Board of Trade, however, on September 16, adopted the following resolution:

"Resolved, That it is the sense of this Directory that on the incoming grain the official samples of this Board shall be furnished by receivers' agents appointed by this body and under the supervision of the other inspection committee, and claims arising on such samples obtained through other sources shall not be enforced under the rules of this Board."

Notice was then served on Chief Cowen that his men would not be allowed to carry the samples upon the floor of the Board as contemplated in the notice sent out by the Department. Mr. Cowen has, therefore, taken the position that the members of the Board can take advantage of the new inspection or not as they see fit, but that they will have to come to the Inspection Department for their samples, and quite a number of the most prominent receivers and cash houses have made arrangements to do this, getting their samples from the Department instead of the receivers' agents.

Although Texas has a State Department of Agriculture, the parsimonious legislature has hitherto refused to make any appropriation for the collection of crop statistics or, indeed, any other purpose except to pay the commissioner's salary (for doing what?).

"MIRACLE" WHEAT.

The J. Rosenbaum Grain Co. of Chicago is introducing a new variety of winter wheat for which some remarkable claims are made. The variety, which has been named "Miracle" wheat, was originated by K. B. Stoner of Fincastle, Botetourt County, Va., and was grown from a single grain in 1904. This single grain produced 142 straws or stems, each of which formed a head, and each head formed grains. Sixty-seven of the heads matured their grains, the remaining 75 heads containing immature grain.

The seed thus obtained was planted the following season and showed the same results. It did even better in 1906, 1907 and 1908, yielding, the promoters claim, from 56 to 76 bushels per acre on soil that produced but 10 to 17 bushels per acre of native wheats. In 1908 the area harvested was about 1,000 acres.

The most striking characteristic of the new wheat is its ability to produce such a large number of heads, due to its remarkable tendency to stool out, as shown by the accompanying photographs. This feature is commented on by H. A. Miller, of the United States Department of Agri-



"MIRACLE" WHEAT PHOTOGRAPHED BESIDE A THREE-FOOT RULE.

culture, who, in 1907, was sent to Virginia by M. A. Carleton, Cerealist, Bureau of Plant Industry, to investigate the new wheat. In his report Mr. Miller said:

The wheat described in this brief report has been propagated from a single plant, which came from an unknown source, having come up in the garden in Mr. Stoner's place at Fincastle in 1904.

It has been grown in the nursery every year since that time and has also been grown under field conditions the past two years, giving excellent results.

The yield has been from two to three times the yield of other varieties grown on the same farm under the same conditions of culture, except the rate of seeding, which was two pecks per acre, while other varieties were sown at the rate of eight or ten pecks per acre, which latter is a common practice of farmers in that locality. One of the distinguishing characteristics of this variety is its abundant stooling habit, which enables a single plant to occupy a comparatively large space (approximately 12 inches to a plant) and in that way makes a thick stand from a small amount of seed sown. There have been no experiments to determine definitely the amount of seed to be sown per acre for the best results, but enough has already been done to show that much less than one-

tracts with framers by which the latter agree to grow the wheat as directed, Messrs. Rosenbaum in turn agreeing to purchase the crops at 5 cents per bushel over the market price for No. 2 Red Winter.

RUSH OF GRAIN.

The crop year in the Canadian West begins officially on September 1. This year the run of new grain began a few days before September 1

PROPOSES A GRAIN SCHOOL.

"If there is any science in the grain trade at all, here is where it should come into play. The ability to be a competent judge of grain is part of the country shipper's stock in trade. Unless he possesses this important requirement, I fail to see why he should expect to be a success. He should be able to give to every farmer a satisfactory reason why his grain is worth a certain price. The great trouble with so many of us is that we are too willing to establish a grading system of our own, regardless of the standards established in the trade. The fact that our large markets refuse to establish uniformity in the grading of grain has caused a bad precedent to exist," says Harry W. Kress.

"Unfortunately, we have no schools in which to study inspection other than the hard knocks received at the country station. Some of these 'knocks' have put many a good man out of the business. I am firmly of the opinion that if one of our bright, up-to-date chief inspectors would establish a school at some one of our large markets, he would make a success of it. How many fathers having sons growing up in the grain business would gladly send them to take such a course? Just think what such a move would mean to the grain trade as a whole. We send our sons to colleges of every character, and when they come back home they are so full of theory as to be unfit for practical business life. Believe that a 'Grain School' of this kind would receive the hearty support of all our leading markets and the grain trade in general. Here lies a golden opportunity for the right kind of man to establish an institution of this character. A system could be established whereby the students of such a school could go right out on the tracks in our large markets, showing them the actual grain as it is inspected, also the defects in cooping cars, and a dozen other things that could be learned only in this way.

"After disposing of my country elevator interests, I studied inspection (at my own expense), at three of our large terminal markets for nine months, and I am free to say I would



A FIELD OF "MIRACLE" WHEAT.

half the amount of seed required by other varieties will give a good stand of this wheat. Where it was sown under field conditions at the rate of two pecks per acre, from 20 to 50 heads per plant were produced, while in the breeding plant 50 to 100 heads per plant were not an uncommon average.

The number of heads per plant vary with the rate of seeding and fertility of soil. The straw is large, stiff and stands well without lodging. The growth of straw is quite uniform; that is, nearly all heads are the same height, giving the field an even appearance. The average height this year (1907) was 4 feet and 4 inches, the heads average 4½ inches in length, are bearded, and have a smooth white chaff and usually have three grains per spikelet.

The grain has a red color, is rather hard, the size is, perhaps, slightly larger than the grain of other varieties of wheat, and this wheat weighs 63 pounds per bushel (or 3 pounds to the bushel more than the

and since then the flow of wheat has been very large. The official figures of inspection for the first two weeks of September showed that 2,902 cars of spring wheat were examined at Winnipeg, of which 2,040 were of contract grade. In the same period 140 cars of winter wheat were inspected at Calgary, of which 111 were of contract grade. The total receipts of wheat, therefore, were 3,042 cars, of which 2,262, or 74 per cent, graded contract. The receipts of wheat at Winnipeg and Calgary during the same period last year were only 413 cars, and the percentage of these which would be accepted on contracts was much smaller. For the entire year it was less than 32 per cent and at times it ran as low as 10 per cent.

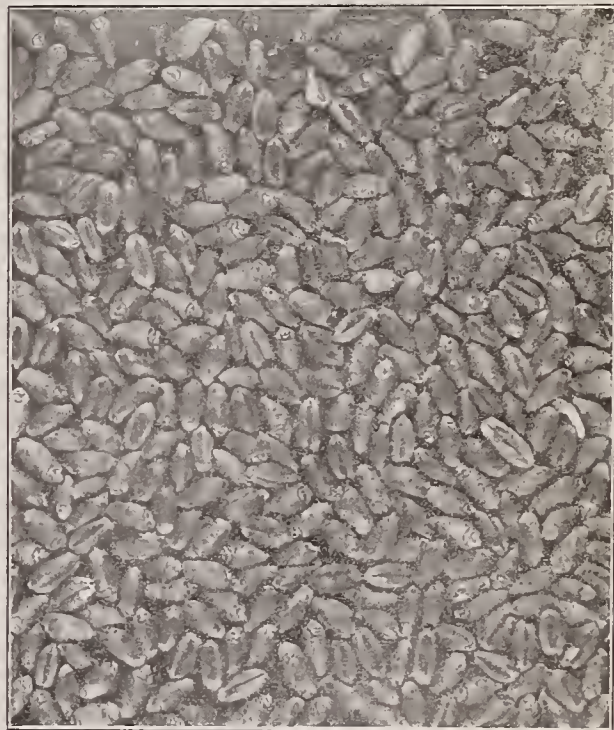
This was but the beginning. Some congestion of the railway service was felt at the opening of the season, owing to the Canadian Pacific railway strike, but that is now "off." The increase of water rates from Winnipeg east has not checked this outward flow of grain, but it is turning some of it to the American routes for the first time this year.

SOUTH DAKOTA GRADE RULES.

The South Dakota Railroad Commissioners at the regular meeting on September 26 readopted the grades of grain and rules and regulations of last year, to apply for the coming year, and in addition has adopted a grade for what is known as velvet chaff wheat to conform to the Minnesota rules.

The Board also is endeavoring to secure in Minnesota a grade on speltz, which has become one of the great feed crops of South Dakota, especially in the northern and western parts of the state.

One Iowa farmer, John Canavan of Lena, sold his 1907 corn (9,896 bushels) on September 24, to the Minnesota & Iowa Elevator Co. at 71 cents, making one check of \$7,026.85. Some farmers in the same locality at that date had already contracted this year's corn at 58 cents.



KERNELS OF "MIRACLE"—ACTUAL SIZE.

not take any amount of money for that splendid experience.

In closing, wish to say that the adoption of such a schooling would be the only guarantee I can see to make the future country shipper an able judge of the farmer's grain. As it is to-day, it takes years of experience with loss of both time and money."

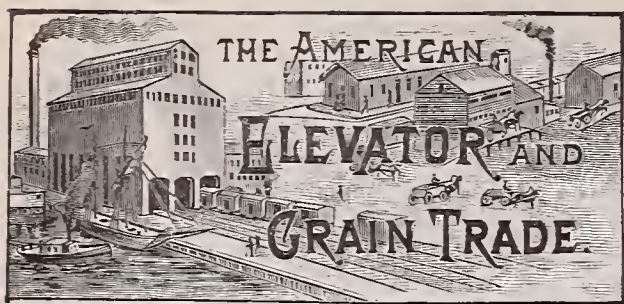
Grain car tappers have been at work in the railroad yards at Topeka, Kan. They are generally boys.



ROOT SYSTEM OF "MIRACLE" WHEAT.

ordinary wheat). Milling tests have been made of this wheat and its quality seems to be as good as, if not superior, to other varieties of wheat. With pure seed propagated from a single plant selection and with the most remarkable results obtained in the field the past two seasons, this variety can be highly recommended as a seed wheat.

The Rosenbaum Grain Co. has acquired the rights to this wheat and is introducing it in the territory which supplies the Rosenbaum elevators along the line of the Rock Island Railroad. Joseph and Emanuel F. Rosenbaum are making con-



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ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, ILL., OCTOBER 15, 1908

Official Paper of the Illinois Grain Dealers' Association.

INSURANCE CONTRASTS.

The August report of the Boston Manufacturers' Mutual Fire Insurance Company furnishes a striking commentary, not only upon the awful destruction by fire of our natural and artificial resources, but also upon the excessive cost that men pay for insurance. Not to count the millions of property burned monthly, but considering the risks of this one company only, we find that while industrial mill fires were numerous during the past summer, owing in part to the violent electric storms, and the losses large, nevertheless, this company's losses were comparatively small, having been during August only \$600, including loss by sprinklers. Indeed, during the past ten years the company has written up to September 1, 1908, \$2,006,000,000 of insurance, with losses during the same period of only \$866,000. The average loss has been per \$100 but 4.32 cents and the average dividend 89.57 per cent. The dividend declared on September 1 was 92 per cent, with outstanding risks equal to \$269,000,000.

What is the secret of this remarkable record? Well, the Boston Manufacturers' Mutual maintains a very rigid inspection system. So, too, do the regular companies, but with the latter inspection is more theoretical than practical; and in effect, in the fierce pressure of competition, the "inspection" is "more honored in the breach than in the observance." It is this system of inspection, moreover, which our grain dealers' mutual companies are practicing with such success in reducing the cost of elevator and grain insurance; and while they may not yet go to the length that the manufacturers do who compose the company named, of prescribing how buildings that are

to obtain the benefits of their mutual protection shall be erected, we do know that the present system of personal and company inspection has been of great benefit to individual properties directly and to mutual policyholders indirectly. If these principles of safe building and operation were more generally applied, so far as they practically might be, it would result in an appreciable reduction of our annual fire losses.

THE CONVENTION.

In importance of the work done and in the sustained interest of its proceedings, no former annual convention of the Grain Dealers' National Association can be said to have quite equaled that held this month at St. Louis. Although all the sessions were long and brisk in action, thanks to the skillful guidance of President Reynolds, who certainly proved a model presiding officer, the interest was continuous; and even after the long and exhausting hours of the debate on the grading rules there still remained at the adjournment hour nearly every man who had the technical knowledge and power of expressing it and who felt the responsibility laid upon him by his exchange as its representative, working at this problem in the spirit of one who was trying to do his whole duty. To an uncommon degree the merely perfunctory and spiritless record-making of a "trade convention" was made to disappear and in its place was seen a serious determination to accomplish some of the necessary work, for the doing of which the organization was created.

The National Convention, in short, under the stimulus of a Reynolds, a Courcier and a harmonious directory, had not ceased to be a pleasure excursion, indeed, but it had become more. It became a working force for the conservation of the best traditions of the trade and took another long step toward the realization of those other ideals that the best men of the Association still see not yet wholly realized but which are now nearer that ever before to the possible.

THE NEW SYSTEM OF INSPECTION.

The new system of grain inspection put into effect on September 15 by Inspector Cowen at Chicago is directly in line with the views of the Chicago Board of Trade grain committee, and a natural evolution of the work of the department under Mr. Cowen's administration, who certainly must be given the credit (which this paper in the past has endeavored to express) of having made a pretty successful attempt during his administration to better the service. From an attitude of "the public be damned," and 7 per cent of the total inspecting "contract corn," we now see a determined effort to restore confidence in the inspection, and 40 per cent (more or less) of the arriving corn "contract."

The new system of inspection (still nominally in the tentative stage) has been previously explained, but is again briefly elucidated on another page. Private inquiry by ourselves warrants the statement that practically the entire trade is satisfied with the new sys-

tem. The letter by Mr. Cowen (see "Communicated") brought in from the country a great many replies, 98 per cent of which were in approval. There is no doubt that the departure is popular and gratifying to the trade. Receivers like it and shippers also are satisfied that they are now getting a service that the department never has before given, and the results speak for themselves in the renewal of shippers' confidence in the Chicago market, which now is recognized to be as reliable and accurate in its inspections as it is trustworthy as to its weights. It will, therefore, surprise no one to learn that the system is soon to be extended to other roads than those originally selected for a trial of the system.

It is not our duty or part to criticize the directory of the Board in its attitude toward the matter of the department's samples; but in view of the fact that a large number of receivers are now patronizing the department for samples of the consignments to them, it is safe to say that the day of the "receivers' agents" is fast "passing down the West," in spite of the directory's effort to sustain them.

UNIFORM GRADING.

Those who failed to take part in the debate at St. Louis and in the making of the uniform grade rules, or to hear that important feature of the convention, lost a most valuable practical business lesson, the more to be regretted since the publication of that part of the record would be quite impracticable, owing to its extreme length. The difficulties in the way of unifying the grading, let it suffice to say, are apparently not so much the differences in the grain itself, as marketed at the different grading centers—although these are by no means negligible—as those that grow out of the strictly commercial, or merchandising, side of the problem—that is to say, the desires of the East and South, who are not, generally speaking, buyers direct from the farmers, but who want the grading rules to give them a grade of "3" oats and "3" corn, the quality of which it would be a practical impossibility for the farmer to furnish. While "the fight," so to say, in the convention in the making of the rules was centered on these two grades, yet it is a tribute to the manifest desire of the trade in all parts of the country to "get together" and to promulgate, so far as the convention could, a uniform set of rules, that both the East and the South yielded the chief part of their demands to the judgment of the majority and the arguments of those markets that more directly than themselves are buyers or first-hand holders of grain; so that the rules were at last, after many hours of sharp but manly debate, adopted without a dissenting voice.

Considering, then, how the delegates ignored, in the hope of reaching a settlement, the fact that in the practical working of the rules, if universally adopted, there may be developed temporary friction while the trade, elevator men as well as dealers, may be adjusting themselves to possible changes created, the exchanges, to whom the new rules will be sub-

mitted for their approval, must realize as they never did before that the demand for uniformity is deep seated and so well-nigh universal that it cannot be lightly set aside. These rules must be tested in practice. The movement for uniformity has now gone too far for a retracing of steps without cause. If the rules disclose defects, no one, we think, any longer believes those defects cannot be removed and corrections made in the same spirit of "give and take" that the members of the St. Louis convention so honestly exhibited at all stages of the discussion.

NATURAL SHRINKAGE.

There could not be written a more conclusive argument against the Commerce Commission's reactionary bill of lading than Mr. Frank E. Marshall's paper, read to the National Association, on "Natural Shrinkage."

So strong is the argument, one loses all patience with the Commission when it attempts to urge upon the public a bill of lading which grants the carriers an allowance for "natural shrinkage" which the common law and the statutory law of many states do not recognize as existent and which the carriers themselves, moved by the growing spirit of fairness, had themselves abandoned.

One may perhaps appreciate the individual reluctance of the Commission to "go the limit" of public radicalism in the treatment of transportation companies; but it is proper to protest that this is no time to demand a revival of the "has beens" of railway impositions when all progressive carriers stand ready to voluntarily abandon them as untenable claims if the Commission itself shall permit progress in that direction.

TEACHING GRAIN GRADING.

Among the various features of the National Corn Exposition, to be held at Omaha in December, we note a lecture by Samuel H. Smith of the Chicago office of the Illinois Grain Inspection Department, on the "Commercial Grading of Grain." This lecture will be given before the "students' teams" in the judging contest. We are further informed that the Illinois—that is, Chicago—standards will be used in judging corn and oats at the contest, Minneapolis standards for spring wheat, Kansas City standards for hard winter wheat, and St. Louis standards for red winter wheat, the exchange of each of these several markets named furnishing grain inspectors from their corps to aid in this work.

This is bringing practical grain inspection nearer to the source of grain supply than ever before attempted. Country grain dealers need such practical instruction, but the farmers need it still more, in order that they may be made to realize just why, when the grain buyer insists on grading the grain on the wagons, it does not pay to haul dirt and chicken feed to town instead of clean grain, and leaving the refuse on the farm to be fed there.

The lecture in question will be held on "Grain Dealers' Day," Tuesday, December 15,

when a special effort should be made by dealers to encourage by their presence this effort to educate both the dealer and his patrons in the art of inspecting grain commercially.

THE BILL OF LADING.

The latest information concerning the Commerce Commission's bill of lading points to its general acceptance by the railroads of the country, those Western roads which, soon after the bill was published, announced their intention to issue instead a straight, common law bill, having more recently declared their intention to substitute therefor the new bill. Certain trade associations also, like the Illinois Manufacturers' Association, have abandoned their opposition to the new bill, which they expressed on its publication, although the National Industrial Traffic League still opposes it; while the Grain Dealers' National Association has recommended its use under certain conditions.

So far as the grain, hay and produce trades are concerned this condition of affairs is rather unfortunate, as it vastly multiplies the difficulties in the way of amending the bill to make it fit the needs of these and all other lines of business using the "order bill."

For while the weight of the objection seems to be placed on the bill's allowance to the carriers of a definite shrinkage on grain from all bill of lading quantities upon which claim of loss by damage or shortage is made, we are inclined to think that grain men in doing so overlook a still more important feature, and that is the injection into the bill by the Eastern roads of the 110 per cent, or "penalty clause" rate. There is more to this feature than appears on the surface; and in practice we believe it would restore, if legally sanctioned or consented to by shippers of grain, a species of special rates which would inure to the benefit of the big shippers, just as in the past the rebate privilege was enjoyed by the same classes.

The proportional amount of loss to large shippers is not large; certainly not large enough to warrant the payment of an advance of 10 per cent of the rate to get "insurance"; that is, to obtain a "clean bill of lading." The result, therefore, would be that all the line companies and large track buyers would accept the 100 per cent bill and stand any loss; while the small shipper who consigns would for his protection from loss and in order to use banking facilities be compelled to "insure" at 110 per cent of the rate. It would then be the old story—the small shipper in a sharp competition for the grain in the country would be simply "out of it" with the line men and heavy track bidders in the race.

This operation of the bill to eliminate "the small man" is so obvious that it is surprising the Eastern roads persist in demanding the penalty clause after all these years of Western fighting against it. For they understand well enough now that in handling commodities involving so large a cash investment to earn so small profit per unit, the 10 per cent difference would ultimately drive the small people out of

the game; just as, during the early days of the Civil War, the internal revenue drawback of 7 per cent on the stamps attached to packages of friction matches, when stamps were purchased in certain large quantities, was of itself sufficient to put the match business within a very short time practically into the hands of one company of large capital, the only producer then able to purchase stamps in the quantities required to obtain the drawback and the resulting trade advantage.

MR. COWEN'S REPLY.

The "American Elevator and Grain Trade" has no "politics." It is strictly a trade journal, having among its readers voters of all shades of political opinion, which it profoundly respects. In publishing, then, Chief Inspector Cowen's reply to attacks that have become a part of the official campaign literature of one of the great parties of this state, the "American Elevator and Grain Trade" protests in advance that it has not entered the arena of politics, much less of partisan politics; but we believe the subject matter is of so much personal interest directly to grain dealers of the West, our readers, that we have given the document a place in our columns, by request, strictly in the interest of fair play and in the desire that both sides of this affair may be known, not as a defense of Mr. Cowen's politics but of his personal character.

THE INSPECTORS' PART.

Now that the grain trade, so far as its working organizations outside the exchanges can do so, has agreed on a uniform set of grading rules, and uniform grading has really appeared above the eastern horizon, it must not be forgotten that the first proponents of this great movement were the grain inspectors themselves. As early as January, 1903, when an inspectors' conference was held at Philadelphia to prepare uniform type samples to be used by inspectors of export grain, the Inspectors' National Association began its work of preparing the uniform grading rules which at last have, with slight modifications, been approved by the trade as represented at the late National Association; and to the inspectors must be given a large measure of the credit of bringing about this conclusion which undoubtedly will greatly please all country shippers.

More recently, as a final step toward the desired goal, Mr. Inspector Culver of Toledo, as president of the Association, made an immense number of trials and experiments, a "labor of love," done largely at his own cost, and all at the expense of a direct invasion of his personal leisure, in demonstrating not only the practicability of uniformity but in finding out the necessary conditions thereof; and all of the results of this immensely valuable labor of test and record, it is pleasing to know, had the firm indorsement of his colleagues, who at all times during the debate at the convention ably supported their chief in his intelligent and skillful defense of the rules submitted by his association, and which were finally adopted with but slight changes from the original draft made by him and them.

EDITORIAL MENTION

If politics is interfering with business this year, no one seems to know it.

The co-operative itch is said to have appeared in a very small way in Indiana.

It is beginning to be unfashionable not to be a member of the National Association; and inconvenient as well, sometimes.

New corn at Chicago on October 9 from Livingston County. A moisture test of only 21 per cent "looks good" at this date.

There were still 134,000 idle cars on October 10; but the number is daily getting smaller, so look out for delays in the service next winter.

A three-cornered grain fight in the trans-Missouri territory to the Southeast, where shippers appeal to the Commerce Commission, is quite different from the ancient policy of "ripping things to pieces" by a rate war in which no one knows what might happen next.

By a strange oversight in the wording of the By-Laws of the National Association, a member might be expelled for refusal to arbitrate a difference, but could not be prevented from resigning to avoid paying an arbitration judgement. That anomaly has, however, been corrected.

The summer has gone and the sharp, crisp fall days are here. Business is resuming in fine shape, and everyone feels good. New grain is ready to go to market, and all looks rosy. But as the starter says, "Don't come ahead." Don't be in a rush; take things easy; and do business to make some money out of it. You're entitled to it; try to get it.

The preparations for the International Barley and Hop Exposition at Berlin on October 10 to 15 were such as to give promise of a most interesting event, as the plan of the Exposition was one designed to offer a varied and interesting picture of barley and hop cultivation serving the brewing industry, and of the endeavors to promote the same that are being made in the countries under consideration.

The Insurance Press, speaking of "common dangers" in risks, points to a New York grain elevator that is equipped with sprinklers and apparently is believed by its owners to be in good conditions; nevertheless the sprinklers are covered with dust, so that it is a fair inference that this costly form of protection is probably neglected, and, if so, the money spent for it was practically a waste. For sprinklers to be of any value at all, they must be maintained in the condition as installed and protected against impairment. In the same elevator a stock of oils is kept, that should occupy a place in an oil house—showing that

the costly fire protection is after all but a perfunctory affair, like so many others, with the "personal equation" of watchfulness neglected.

The alfalfa is the true parent of the agricultural plutocrat. It made men wealthy when the obese hog reveled alone in the pasture; even more rapidly is it adding to the wealth of the West since the alfalfa mill began to prepare it for the consumption of all kinds of stock as well as poultry. No wonder the alfalfa lands of the semi-arid areas of the Western mountain states are hard to get at even \$200 per acre.

According to many local newspapers of the Northwest the line houses are now meeting with sharp competition from the independent buyers of wheat, barley and oats, and are often required to overbid the market to get any grain at all. The line companies may be libeled, but there is a suspicion that their policy of playing the arbitrary part of monopolists in the past has had something to do with their present situation as frequent "tailenders."

It is annoying, of course, to lose one's case at law, or one's claim in an arbitration proceeding; but, considering the high standard of business morality obtaining in the grain trade, generally speaking, it certainly will be a surprise to most of us to know that the decisions of the National Association's arbitration committee have not infrequently been characterized by the losers in language unfit to print and offensively personal in character. Such exhibitions of temper and chagrin are most unseemly for gentlemen.

St. Louis is said to have in her possession a man who has the mysterious gift of accurate weather divination for weeks in advance; and yet this weather wizard has refused imposing sums from brokers who wished to use his mysterious gifts for their exclusive advantage. "God would punish me if I commercialized the talents He has intrusted to me," he says. He seems to be different from that other St. Louis "wizard," one Cleage, of recent and costly memory, who used to do things somewhat on the same line, with less conscience on tap, however.

The uniform bill of lading's 10 per cent penalty clause makes it necessary for the grain buyer to add 10 per cent directly to his freight bill, which he must first deduct from the price he pays for the grain, if he wants protection against loss in transit; and indirectly he must also provide for the 1/4 per cent of weight deducted from him for "natural shrinkage" from the car weight, to provide for which also he must still further milk the price paid the farmer for the grain, if the dealer is to avoid loss. Tell your farmers about it. They know—all intelligent ones do—that the grain (themselves) must pay all the marketing expenses *from the farm to the mill*, while the flour or feed consumer pays all the expense thereafter until the grain gets into his stomach

or that of his stock. A few object lessons of this kind to the farmers would put the "uniform bill" up to Congress in proper shape to bring that body to order the making of a "uniform bill" that would be a proper one.

The oats yield being, as E. W. Wagner says, "the smallest ever known in proportion to population," and not much better than a crop grown twenty years ago, there is more than perfunctory interest in the Western movement to awaken interest in the crop among farmers who have begun to say that, "Oats don't pay." Why don't they pay? All staples must pay; the world never expects to get its foods or its feeds for nothing—never has and never will. The fault is not with the consumer, but with the producer. Where does it lie in his back yard? That is the problem now before the agronomists, and it is a pressing one. Everywhere the dealers should see that "oats" is on the institute programs for serious study this winter.

The President by an executive order has created the "Interdepartmental Statistical Committee," with Hon. Lawrence O. Murray, Comptroller of the Currency, as chairman, acting under the jurisdiction of the secretary of Commerce and Labor, for the purpose of promoting uniformity of statistical methods and results, preventing duplications, rendering possible closer co-operation, and keeping the statistical work of the government abreast of the most modern methods. The object of the committee is to systematize the compilation of and to reduce to practical working value the statistics collected by the governmental departments. Any suggestions along that line made by our readers would be welcomed by the chairman, addressed to the chairman in care of the Treasury Department at Washington.

The Farmers' Co-operative Shipping Association, for a year or two following its organization in Kansas in 1903, made a deal of noise out there in the "short grass country." Its specious fallacies attracted to it many confiding farmers and it did sufficient business to put it by March, 1907, "in the hole" to the tune of \$79,248.52. Then the shareholders cried quits. The assets, then reported as \$54,431.37, began at once to shrink, and at July last were but \$32,015, with total losses increased to \$107,104.47; and now that a receiver has been appointed to look after the remains, one of the papers originally organized to promote this self-same folly, the Farmers' Advocate, now under saner and more competent management, says, quite wisely: "The fate which has overtaken this particular co-operative association is the usual ending of such enterprises. The theory upon which they are founded is plausible but unsound. It is impracticable for the farmer to sell his products directly to the consumer; there must be middle-men, or a series of middle-men. All or a part of this series may be employed by the farmer, or an association of farmers, but they are still middle-men, with the differ-

ence between them and the ordinary middleman that they have little or no direct personal interest in the business. Other things being equal, it is folly to expect a hired man to manage a business as economically and profitably as the owner of the business would manage it for himself."

As soon as the Railroad and Warehouse Commission of Illinois can prepare the room in which to do the work, the newly tested system of indoors inspection will be extended to cover the inspection work on the Rock Island, Eastern Illinois, Illinois Central and Wabash railroad systems.

We regret that owing to an oversight no credit was given the "Railway and Marine World" of Toronto, Canada, for the article on "Canadian Public Elevator Act," printed on page 135 of the September number of this paper. It was taken bodily from the columns of the journal named, to which must be given the credit for this able summary of an intricate and very important new law.

Bossemeyer Bros. at Superior, Neb., are the first dealers to adopt and print for their own use the official form of confirmation blank approved by the National Association. The form is so simple and so clear there is no doubt that differences between dealers, due to ambiguity of the terms of their contracts, will decrease in proportion as the use of this form becomes more general.

The Canadians above all other men are "dopey" on "transportation;" but the latest Canadian dream of a short line to Europe *via* Hudson Bay seems to have been dispelled by a rude awakening to the fact that open water there can be relied on for hardly more than two months in the year. So it is said the government will abandon the proposed railroad to and the elevator and docks at Fort Churchill.

The United States Circuit Court at San Francisco recently sustained a demurrer in the case of an application to the Commerce Commission by the S. P. Ry. Co. to stop the enforcement of the Commission's freight rate on lumber, which amounts to a ruling that the Commission has under the law legal power to fix rates for the future, and protects the Commission from a judicial review of its action unless a complaining carrier makes allegations which go beyond the charge that a rate is unjust or unreasonable.

While the "local option" movement is greatly enlarging the "dry" area in the United States, and probably has joined with the hard times of the past year to reduce slightly the annual production of lager beer, nevertheless the action of the pure food law and the rulings thereon, requiring the use of more barley malt in the brewing of beer, have more than offset the "temperance movement" in a way to steady the price of good brewing barley and act as a material benefit to the barley growers, or

at least such of them as took the pains to grow, or at least to try to grow, good brewing barley and to put it on the market as such. There is no immediate danger of the brewing industries suffering from sumptuary laws; so there'll be good money in good barley for many a long day to come to those who go out after it.

The New York Stock Exchange has at last taken up the matter of "immoral and illegal practices," which, according to common report, have been winked at by "the Street" and its operators. It is time. Not but that "common report" may be exaggeration; but it is certain that further scandal in that neighborhood will assuredly result in "regulation" by Federal law, which will not confine itself to stock exchanges only, but will affect the grain and produce exchanges also, and to the far greater damage to trade and commerce in the staples and the actual necessities of life.

The re-election of John F. Courcier to be secretary of the National convention, with some increase of salary, is not only a tribute to an exceeding popular man, but assurance that the Association will continue to control his services, the value of which the membership of the Association is coming daily to realize with some of the distinctness with which they impress the directory itself, for it is only necessary for one to come in contact with Mr. Courcier in a business way to understand at once that he has exceptional qualifications of head and heart for this kind of work, being methodical, prompt, accurate and considerate in a degree to impress one with the sense that while his business must be done in a business-like manner, that manner does not preclude any of the manners and customs of consideration and good temper that obtain always among gentlemen.

One is repeatedly struck by the apparent indisposition of the Commerce Commission to permit any exercise of independent judgment or action by the agents of carriers in the way, let us say, of making apparently reasonable and equitable reliefs from damages resulting to shippers from pure accidents, so abnormal and occasional only as to be excluded from regular tariff foresights, as, for example, damages resulting from causes described and recognized in law as "the acts of God"—floods, lightning, etc. Is it possible the carriers have so far abused their privileges as to use such occasions as excuses for making rebates and granting special favors that the Commission does not consider itself warranted in permitting any refunds to its patrons even for losses in palpably exceptional cases, that do not actually appear in the schedules filed or are not approved by the Commission? We do not, in that case, wonder that Mr. Shorts should have declared at the Chicago Deep Waterways Convention that Government ownership was to the railroads more desirable than supervision that takes away railway men's self-respect by denying them

freedom of action for the correction of manifest injuries that men instinctively regard themselves as responsible for.

Corn is expected to move early this season, and apparently it will justify such early handling to an extent not safely possible heretofore for several years. Initial moisture tests indeed show more than 20 per cent moisture in good Ohio corn at Toledo early in the month, when the first cars came in, pointing to a really fine outlook for early marketing. The wise dealer, however, will not act on impulse only or on a guess, but will make his own tests of moisture contents of the corn he handles, and thus be in a position to know just what he is doing and to show his farmer patrons exactly what condition their corn is in. As all dealers ought now to know, the apparatus for doing this is cheap, simple and inexpensive to operate in their own offices.

Canadian farmers complained in the past of the "evil of the mixing system" at Port Arthur, because it degrades their grain; but a Winnipeg paper has found it necessary to warn these same farmers (now that the terminal mixers can't lawfully mix) that "the mixing of frosted grain" with good grain lowers the grade and quality of the sample, and that, as smut was very prevalent this year, "farmers should take great care to keep smutted wheat from the better grades," etc. This advice is said to be needed because, "A great deal of the new wheat that has already arrived is badly mixed with wild oats or barley and has been graded as feed." Perhaps the new law may act as a boomerang and hit some of the rural "mixers" who in times past hurled their own superior virtues at an awe-struck market.

The Eastern roads, which are attempting to force the 110 per cent tariff on their patrons, in spite of years of opposition to this outrage on the rights of shippers, are but repeating their pig-headed blunder of four years ago; and in much the same way and in the same arrogant spirit of the "public be damned." One Eastern traffic manager is quoted by the Philadelphia Public Ledger as saying:

We cannot favor anything that deviates in the slightest degree from the provisions and conditions of the new form, and we will not do so. Shippers may as well understand this from the start. We are all of one mind on this and fully decided to meet any contest that may be attempted. We have no other alternative. To do otherwise, to adopt any other policy in line with the demands of the opponents of the new bill of lading would simply nullify the result of three years' intelligent and conscientious work. In that event it would be absolute folly to put the bill into effect on November 1. We might just as well abandon it at once.

We will not do so, however, nor, as I have said, will we recall our action. Our decision has been made and while not ambitious for a controversy, we will abide the outcome.

If this represents the real attitude of the Eastern roads, after "three years' intelligent and conscientious work" in fighting common law rights of the public to a clear bill, it may be as well for the public to begin the campaign before the Commerce Commission and the Congress, if necessary, at once, since further parley seems to be useless.

TRADE NOTES

Moulton & Evans, manufacturers of the Evans Controllable Wagon Dump of Minneapolis, Minn., have placed this well known dump in a large number of new elevators this season. Its automatic locking device and other special features make it an admirable dump for grain elevators.

One of the essential points about the rubber belting manufactured by the Gutta Percha and Rubber Mfg. Co. of 224 Randolph Street, Chicago, is its special construction. It is especially made for the work it is called upon to do and hence, has proven a most satisfactory belting for grain elevators.

The Reliance Construction Co. of Indianapolis, Ind., since placing their Reliance Automatic Dump Controller on the market, have seen the sales of this appliance grow to very fair proportions. It has proven a very valuable acquisition to the wagon or scale dump wherever it has been installed.

Fred W. Kennedy, Shelbyville, Ind., since introducing his Kennedy Car Liner has built up a very large business with the grain trade. Elevator owners find the lining a paying investment, as it is most practical in preventing leakage of grain, and thus obviates the expense, time and trouble of filing and collecting claims against railroads for grain lost in transit.

The Hall Distributor Co. of Omaha, Neb., has very many reasons why the Hall Non-Chokable Boot is a paying proposition to the elevator owner. It would seem also, from the large demand for this boot that the elevator public is becoming better acquainted daily with this grain elevator specialty. If you have not already received one, catalogue E, will tell you all about it.

The Grain Dealers' Supply Co. of Minneapolis, Minn., has bought the entire stock of C. D. Holbrook & Co. at No. 305 Third Street South, and are removing to the Holbrook place. They will have larger quarters here and will carry larger stocks of grain elevator and mill machinery for prompt shipment. They continue their agency of Avery Automatic Scales and Charter Gasoline Engines.

The Listman Mill Co. of LaCrosse, Wis., has placed a contract with the Minneapolis Steel & Machinery Co. for a complete coal and ash handling system for its plant. The contract covers the complete installation, including coal bunkers, ash building and all coal and ash handling machinery. The Minneapolis company also has the order of the Eagle Roller Mill Co., New Ulm, Minn., for two 72-inch by 18-foot boilers, with fittings.

The B. S. Constant Co. of Bloomington, Ill., have tried out their recent improvements on the U. S. Corn Sheller and are receiving some very flattering reports on the new screw adjustment for adjusting the cylinder to any condition of corn. They have made other changes and now feel that the experimental stage is past. However, the first sheller shipped out three and one-half years ago is reported to be doing fine work and the company is greatly encouraged.

The Jeffrey Mfg. Co., Columbus, Ohio, have issued a number of new catalogues, folders and booklets calling attention to their lines of conveying, transmission and other special machinery. Folder No. 57 C is devoted to Jeffrey "Century" Rubber Belt Conveyers and contains eighteen illustrations suggesting the extensive applications of these conveyers. Bulletin No. 22 describes and illustrates Jeffrey Coal Tipples and Tipple Screens, and Bulletin No. 27 tells about Jeffrey Coal Washing Plants and Equipments. Booklet No. 57 D illustrates a few Jeffrey appliances for handling material in sawmills, lumber mills and wood-working plants. Booklet No. 29 illustrates the Jeffrey method of handling freight and packages in manufacturing establishments of various kinds. A large number of installations are shown

and the fact that this company makes labor-saving machinery that is adapted to all materials and conditions is clearly indicated. Any of these publications will be sent free of charge to those who are interested.

The Williams Patent Crusher and Pulverizer Co., St. Louis, Mo., has issued a large illustrated circular giving a vast amount of information about alfalfa meal milling and the equipment necessary to do it successfully. The Williams company are pioneers in the manufacture of machinery for the milling of alfalfa, red clover and other hay meals and have a great many successful plants to their credit. They are prepared to furnish information on plants of all sizes. They have a corps of competent engineers in the field, ready to figure on any proposition in this line.

The October issue of "Graphite," the house organ of the Joseph Dixon Crucible Co., Jersey City, N. J., contains pictures of the Potomac bridge, which joins the state of Virginia with the District of Columbia, close to Geo. Washington's old home, and the bridge over the Delaware, which marks the place of Washington's crossing. Attention is called to the fact that Dixon's Silica-Graphite Paint is used on these bridges and is proving its excellent preserving qualities here, as well as elsewhere. It is this paint that is recommended for elevator painting and all exterior painting where protection from the weather is an object.

HUNGARIAN METHOD.

The crop report of the Hungarian Minister of Agriculture is one of the most authoritative now issued. The local facts are collected, as a Budapest correspondent writes, under the direction of the lords lieutenant of the various counties, who designate certain individuals to report. The area one reporter covers is about 10,000 acres, and he has to observe constantly the general economic situation. The reports are transmitted at fixed dates, viz., during the period of agricultural operations (from April 1 to the end of October) on the 1st and 15th of each month, and during the winter season (from November 1 to the end of March) on the 15th of each month.

Reporters receive from time to time different forms, which contain many questions, all of which have to be answered accurately. As it often happens the anticipated crop is detrimentally affected by elemental forces, or is influenced by other circumstances, the reporter must then telegraph immediately the nature and effect of the disturbing influence. Such reports are worked up within three days of receipt by the statistical department of the ministry and published as an official report, or crop estimate in a special publication, as well as in all the local papers. For instance, the reporters, in addition to their ordinary report, send in the anticipated quantities of wheat, rye, barley, oats, maize and potatoes per acre in their respective districts, which are eagerly awaited by merchants. It is perfectly clear that by adopting such methods Hungary has no great difficulty in estimating the total crop probable, and arriving at such quite early. No detail is allowed to escape the vigilant agricultural reporter, hence the agricultural ministry is the most efficient and effective factor in the making of modern Hungary.

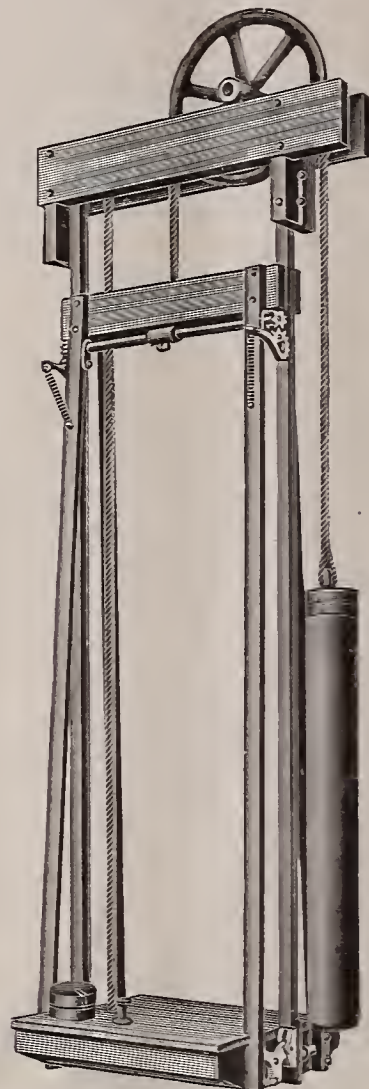
Another feature of this work is worth attention; it is the reports of the village councils, which shows every three years the area under seed. This must also be watched, and news arrives in Budapest immediately any changes are made in the seeded areas. As soon as harvest is over the quantity of agricultural produce, crop results and local average market prices are immediately chronicled and forwarded to the central bureau.

The local reporters are also expected to report local variations in wages, and the same strict accuracy is required. Then there is a special group of volunteers who report on insect ravages.

All the work outlined is done by volunteers, the only reward a man may hope for or expect being a letter from the minister himself at the close of his tenth year of service. In 1895 the system was initiated, and 794 reporters set to work, but in 1907 the number had swollen to 2,250. Of this number 70 per cent are associated with the land, or economists; 16 per cent are clergymen and teachers and 10 per cent office clerks.

IMPROVED MAN-LIFT.

The illustration herewith is made from a photo taken of the Burrell Improved Man-Lift, manufactured by the Burrell Manufacturing Co., 251 South Jefferson Street, Chicago. We are told by the Burrell Manufacturing Co., who have been experimenting with man-lifts for years, that their aim was to perfect a safety lift to be sold at the smallest cost—one that a man could ride on



BURRELL IMPROVED MAN-LIFT.

and operate with ease and safety and at the same time one that would occupy the least possible space. They have accomplished this and are now offering to the elevator trade one of the simplest and most practical man-lifts on the market. The illustration shows a complete man-lift ready to set in place, which takes the small space of 26x38 inches for the cage, guide and weight.

The Burrell Improved Man-Lift has a double safety device which is attached to the counterweight rope so that if the rope should happen to break it would be impossible for the cage to drop, as both safety dogs are controlled by two independent springs. The locking devices are constructed on the same principle, so that by removing the foot from the pin the cage is locked at any desired point. The parts are all machine finished so as to insure easy running and long life.

For further particulars write the manufacturers, 251 South Jefferson Street, Chicago.

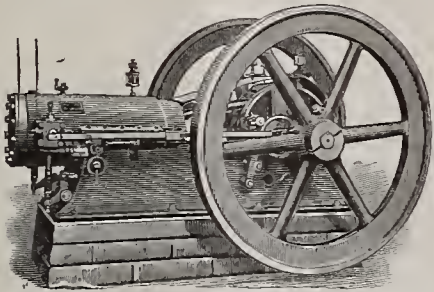
Professor Churchill of the North Dakota Agricultural College demonstrated this season that a first-class variety of corn can be raised in North Dakota and is of the opinion that one year with another the state can produce from thirty-five to forty bushels of the grain per acre.

FOOS ENGINES FOR ELEVATOR SERVICE.

The grain elevator man is no longer skeptical as to whether or not a gas or gasoline engine is the right power to install for his work. That is not open to argument, for hundreds have proven the worth of the gas engine for this special work, the man buying a high grade engine usually getting value received for his money, while the man putting his money into anything without proper investigation because it was called a gas engine, has not always been so fortunate.

The Foos Gas Engine Co. of Springfield, O., are building an engine showing an unusual high thermal efficiency. This means more work done for a Foos owner upon a certain amount of fuel, and while it is not very much in an hour's run, it foots up a nice total in the course of a year's operation.

All gas engines are built to run, and there is no doubt but that they will do so when in the hands of a properly trained man, but the Foos Engine has several features, approved by expert gas engine users, which appeal especially to the man who is not so well versed in the operation of an internal combustion engine. Simplicity, ac-



FOOS GAS ENGINE FOR ELEVATOR SERVICE.

cessibility and durability are all attained in the product of the Foos Gas Engine Co.

Their wipe spark igniter can be examined or adjusted in half a moment, without breaking a gasket of any kind, or removing any portion of the igniter from its place on the engine. Their vertical valves are claimed to wear longer and seat better than any horizontal valve and have the further advantage that they can be removed from a Foos Engine and cleaned in two or three minutes without breaking a gasket, disturbing the cylinder head or altering the adjustment of any other part.

Twenty-one years of experience building this engine has enabled the Foos Gas Engine Co. to turn out a product from which all weak features have been eliminated. A new line of engines they are just pushing to the front is their multi-cylinder vertical engine, designed to use liquid fuels producer or natural gas. This line will interest especially the miller who contemplates making any change in his power, for with a producer gas power plant, the fuel bill for operating a mill can be reduced fifty to seventy-five per cent.

Anyone interested in a gas or gasoline engine would do well to write the Foos Gas Engine Co., for a catalogue, mentioning the "American Elevator and Grain Trade."

WHEAT RECEIPTS AT PRIMARY MARKETS.

Receipts of wheat at winter and spring grain markets for fifteen weeks, since June, with comparisons, in bushels, compiled by the Cincinnati Price Current:

	1908.	1907.
St. Louis.....	9,431,000	9,842,000
Toledo.....	2,523,000	3,211,000
Detroit.....	745,000	561,000
Kansas City.....	20,999,000	17,141,000
Winter wheat.....	33,598,000	30,255,000
Chicago.....	11,612,000	14,984,000
Milwaukee.....	4,422,000	3,350,000
Minneapolis.....	30,302,000	16,470,000
Duluth.....	22,924,000	13,446,000
Spring wheat.....	69,260,000	48,250,000
Aggregate, 15 weeks.....	102,858,000	78,505,000

RECEIPTS AND SHIPMENTS.

Following the receipts and shipments of grain, etc., at leading receiving and shipping points in the United States for the month of September, 1908:

BALTIMORE—Reported by H. A. Wroth, secretary of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1908.	1907.	1908.	1907.
Wheat, bushels.....	1,203,972	1,318,142	1,043,249	1,487,254
Corn, bushels.....	166,437	204,669	5,602	545,524
Oats, bushels.....	295,253	489,512	690	1,024
Barley, bushels.....				
Malt, lbs.....				
Rye, bushels.....	210,784	91,139	61,714	
Timothy Seed, lbs.....	31,177	16,994	809	347
Clover Seed, lbs.....	767	2,178	632	
Hay, tons.....	5,634	4,593	1,512	1,868
Straw, tons.....				
Flour, bbls.....	234,684	302,849	115,952	185,319
Mill feed, tons.....				

BUFFALO—Reported by Walter J. Shepard, secretary of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1908.	1907.	1908.	1907.
Wheat, bushels.....	7,915,542	6,050,521		
Corn, bushels.....	2,309,700	3,991,000		
Oats, bushels.....	853,070	487,540		
Barley, bushels.....	2,219,027	810,000		
Rye, bushels.....	154,038	41,100		
Timothy Seed, lbs.....				
Clover Seed, lbs.....				
Grass Seed, bushels.....				
Flax Seed, bushels.....	660,436	574,200		
Broom Corn, lbs.....				
Hay, tons.....				
Flour, bbls.....	1,062,732	1,368,550		

Receipts were by lake. Shipments were by canal.

BOSTON—Reported by Daniel D. Morss, secretary of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1908.	1907.	1908.	1907.
Flour, bbls.....	181,151	203,599	64,174	98,158
Wheat, bushels.....	373,241	1,321,427	367,973	1,338,463
Corn, bushels.....	100,372	57,007	50,402	142,423
Oats, bushels.....	169,279	369,762	6,915	
Rye, bushels.....	88,961	3,797	69,600	
Barley, bushels.....	14,425		9,939	
Flax Seed, bushels.....		654		
Peas, bushels.....	2,436	5,560		2,770
Mill Feed, tons.....	1,183	3,009	35	25
Cornmeal, bbls.....	6,980	2,496	1,050	103
Oatmeal, bbls.....	11,410	9,981	4,575	
Oatmeal, sacks.....	13,110	5,620	1,828	4,860
Hay, tons.....	12,990	13,430		

CHICAGO—Reported by Geo. F. Stone, secretary of the Board of Trade.

Articles.	Receipts.		Shipments.	
	1908.	1907.	1908.	1907.
Wheat, bushels.....	2,251,125	5,103,501	1,111,033	4,192,253
Corn, bushels.....	8,250,338	11,619,305	5,779,414	8,133,258
Oats, bushels.....	10,458,125	11,456,257	7,083, 89	6,694,919
Barley, bushels.....	4,799,832	1,903,728	958,381	344,291
Rye, bushels.....	192,500	284,649	69,733	68,169
Timothy Seed, lbs.....	20,700,581	4,774,086	5,165,894	2,780,000
Clover Seed, lbs.....	1,322,736	58,110	914,205	107,080
Other Grass Seed, lbs.....	3,311,925	876,640	9,690,771	8,445,012
Flax Seed, bushels.....	78,250	81,260	36,905	8,795
Broom Corn, lbs.....	992,040	706,798	613,945	709,082
Hay, tons.....	30,223	22,496	1,029	757
Flour, bbls.....	939,566	727,694	982,823	908,827

CINCINNATI—Reported by C. B. Murray, superintendent of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1908.	1907.	1908.	1907.
Wheat, bushels.....	420,126	368,676	396,748	323,142
Corn, bushels.....	410,372	651,446	255,233	478,138
Oats, bushels.....	535,208	718,560	202,219	589,960
Barley, bushels.....	99,546	8,592	140	500
Malt, bushels.....	205,684	166,700	34,500	68,072
Rye, bushels.....	85,810	103,856	11,532	22,572
Timothy Seed, bags.....	16,513	12,680	2,687	2,800
Clover Seed, bags.....	3,609	1,779	2,260	505
Other Grass Seed, bags.....	15,292	13,161	10,488	12,204
Hay, tons.....	14,624	12,299	8,897	6,882
Flour, bbls.....	144,675	127,202	117,079	81,924

CLEVELAND—Reported by M. A. Havens, secretary of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1908.	1907.	1908.	1907.
Wheat, bushels, water.....				
Do rail.....	131,356	63,103	78,376	70,893
Corn, bushels, water.....				
Do rail.....	103,909	353,651	18,095	161,560
Oats, bushels, water.....				
Do rail.....	664,791	1,206,762	47,412	452,292
Barley, bushels, water.....				
Do rail.....	11,748	5,215		
Rye, bushels.....				
Flax Seed, bushels, water.....				
Do rail.....				
Hay, tons, water.....				
Do rail.....	5,095	3,431	409	697
Flour, barrels, water.....				
Do rail.....	7,151	5,557	849	2,807

DULUTH—Reported by Chas. F. MacDonald, secretary of the Board of Trade.

Articles.	Receipts.		Shipments.	
	1908.	1907.	1908.	1907.
Wheat, bushels.....	15,059,393	4,926,071	11,424,145	2,949,201
Corn, bushels.....		9,583		
Oats, bushels.....	1,454,067	235,378	884,452	80,442
Barley, bushels.....	3,881,143	2,479,491	2,701,292	708,232
Rye, bushels.....	286,327	39,324	173,036	37,241
Flax Seed, bushels.....	1,321,671	412,731	815,487	579,407
Flour, bbls.....	637,145	497,795	536,925	486,335

GALVESTON—Reported by C. McD. Robinson, chief inspector of the Cotton Exchange and Board of Trade.

Articles.	Receipts.		Shipments.	
	1908.	1907.	1908.	1907.
Wheat, bushels.....			2,942,964	1,499,760
Corn, bushels.....				471,427
Oats, bushels.....				
Barley, bushels.....				

KANSAS CITY—Reported by E. D. Bigelow, secretary of the Board of Trade.

Articles.	Receipts.		Shipments.	
	1908.	1907.	1908.	1907.
Wheat, bushels.....	6,120,450		4,295,550	
Corn, bushels.....	508,200		343,200	
Oats, bushels.....	806,000		279,000	
Barley, bushels.....	28,600			
Rye, bushels.....	31,500		5,250	
Flax Seed, bushels.....	31,000			
Bran, lbs.....	4,460		10,960	
Hay, tons.....	15,648		3,384	
Flour, bbls.....	30,000		285,500	

MINNEAPOLIS—Reported by E. S. Hughes, assistant secretary of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1908.	1907.	1908.	1907.
Wheat, bushels.....	17,388,280	4,522,740	2,670,760	1,534,440
Corn, bushels.....	335,470	675,590	105,690	159,820
Oats, bushels.....	2,622,990	2,757,610	1,129,290	1,047,040
Barley, bushels.....	5,745,560	5,177,880	3,464,300	3,491,270
Rye, bushels.....	333,650	368,110	157,400	235,210
Flax Seed, bushels.....	1,521,880	594,650	175,400	370,430
Hay, tons.....	2,680	2,470	490	150
Flour, bbls.....	18,985	14,238	1,456,268	1,354,831

MILWAUKEE—Reported by Wm. J. Langson, secretary of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1908.	1907.	1908.	1907.
Wheat, bushels.....	1,770,000	1,124,000	925,116	542,951
Corn, bushels.....	165,000	678,000	193,810	461,795
Oats, bushels.....	2,315,200	1,499,450	1,197,912	760,003
Barley, bushels.....	3,527,800	2,307,300	1,752,128	541,858
Rye, bushels.....	207,000	161,100	85,856	52,015
Timothy Seed, lbs.....	969,390	78,220	192,815	54,245
Clover Seed, lbs.....	671,130	300,895	198,575	6,680
Flax Seed, bushels.....	44,520	5,300		1,060
Hay, tons.....	1,907	1,369	83	12
Flour, bbls.....	232,545	253,250	378,196	300,899

MONTREAL—Reported by George Hadrill, secretary of the Board of Trade.

Articles.	Receipts.		Shipments.	
	1908.	1907.	1908.	1907.
Wheat, bushels.....	2,502,256	3,346,337	3,880,468	3,435,287
Corn, bushels.....	36,588	136,678	28,125	212,547
Oats, bushels.....	278,523	187,402	24,962	548,272
Barley, bushels.....	27,546	93,870	125,975	191,629
Rye, bushels.....	103,086		86,695	5,934
Flax Seed, bushels.....	85,228	280,530	85,949	416,802
Flour, barrels.....	125,873	146,278	113,196	196,185

NEW YORK—Reported by H. Heinzer, statistician of the Produce Exchange.

Articles.	Receipts.		Shipments.	
	1908.	1907.	1908.	1907.
Wheat, bushels.....	2,532,600	3,748,721	3,005,311	2,939,646
Corn, bushels.....	217,150	822,375	13,604	420,548
Oats, bushels.....	2,494,500	2,882,600	85,323	100,754
Barley, bushels.....	266,200	176,400	31,814	14,989
Rye, bushels.....	49,725	58,500	17,068	102,082
Timothy Seed, lbs.....			1,447	300
Clover Seed, lbs.....	7,866	4,596	9,142	3,856
Other grass seed, lbs.....				
Flax seed, bushels.....	69,600	390,400	25,101	174,792
Broom corn, pounds.....				
Hay, tons.....	29,377	29,243	6,462	6,206
Flour, barrels.....	709,341	490,006	338,436	213,186

OMAHA—Reported by Edward J. McVann, secretary of the Omaha Grain Exchange.

Wheat, bu.....	2,276,400	985,200	1,373,000	1,048,000
Corn, bu.....	1,037,300	1,733,600	1,033,000	2,007,000
Oats, bu.....	3,080,000	2,083,200	1,108,500	1,227,000
Barley, bu.....	61,000	28,000	7,000	4,000
Rye, bu.....	30,000	8,000	4,000	2,000
Flour, bbls.....				

[For the "American Elevator and Grain Trade."]

A PERSONAL EXPLANATION.

In the latter part of the year 1906; later, on Jan. 10, 1907, and still later, July 31, 1908, only eight days prior to the primary election held on Aug. 8, 1908, the Chicago Journal, which is openly supporting General Stevenson, the Democratic nominee for governor, printed scandalous, unfair and cowardly attacks upon me. While these attacks always have appeared to be directed against myself personally, as a matter of fact their purpose was to discredit the administration of Gov. Deneen and to prejudice the public mind against him. These attacks have been circulated generally through the twelfth senatorial district in the form of copies of the Chicago Journal, circulars, handbills and placards. For a long time I paid no attention to these attacks. I have at last, however, determined to give my friends the facts.

I was appointed chief grain inspector on June 10, 1904, by Gov. Yates. Shortly after Gov. Deneen came into office, he manifested his confidence by reappointing me. His sole instructions to me at that time were to, "Run it right." I have endeavored to carry out these instructions, and believe that neither the governor nor the public have had any occasion to complain.

The Journal articles, as printed in their various forms, made the following assertions, in answer to each of which the facts are presented:

Charge 1.—That I have been guilty of grain graft.

Answer.—The books of my office are open to inspection, as they have always been. They will show that from the time of my appointment by Gov. Yates, June 10, 1904, to the time when these scurrilous articles began appearing, a period of two years, six months and twenty-one days, my entire expenses were \$2,436.54. For the 933 days included in that time these expenditures would amount to \$78.59 per month, or \$2.61 a day. Not an excessive expense account.

Charge 2.—That Illinois pays my wine bills.

Answer.—I never gave or attended a wine supper or dinner in my life, and, therefore, no such charge is to be found upon the books of my office; nor is such a charge anywhere, or at any time, included in my hotel expense bills.

Charge 3.—That Illinois pays my horse feed, hotel and junket expenses.

Answer.—When Gov. Yates appointed me I went before the Railroad and Warehouse Commission to ascertain my duties, have my compensation fixed, and be otherwise instructed and advised before proceeding. Hon. James S. Neville, then chairman of the commission, said: "You will be entitled, as chief grain inspector, to \$3,500 a year, your hotel expenses and \$20 a month for livery hire."

I was required to give \$50,000 bond. I objected to the smallness of the salary, but was informed that if I could make the improvements desired in the office I should at an early date have an increase in compensation. The department previous to my appointment had been provided with and had kept a team and driver at an expense of at least \$100 per month, which did not include repairs to harness, vehicles or horseshoeing. Subsequently, when the attention of Gov. Deneen was called to this system, my salary was raised and the old custom of hotel expenses and livery ended, as it should have long before.

The former employee who was responsible for this unjust charge, published by the Journal, called the livery hire of \$20 per month "horse feed."

Charge 4.—That my books show the funds of the department have been depleted by thousands of dollars.

Answer.—When I became chief grain inspector, June 10, 1904, my predecessor turned over to me in cash \$34,743.28, with outstanding claims against the department of approximately \$11,000.

November 1, 1905, my books show a cash balance of \$56,157.07, showing a net gain of \$20,651.13 in the seventeen months.

November 1, 1906, cash on hand, \$70,915.11; showing net gain of \$14,758.04 for that year.

November 1, 1907, cash on hand, \$81,746.17; showing net gain of \$10,831.06 for that year.

August 31, 1908, cash on hand, \$87,679.03; showing a net gain for the ten months of \$5,932.86.

Upon taking charge of the department I received approximately \$23,743.28 in cash. August 31, 1908, the department had actual cash on hand, \$87,679.03; showing a net gain to the reserve fund of the department for the four years, two months and twenty-one days of \$63,935.75. This net gain is over and above the cost of refurnishing the office with new books, new furniture and new fixtures costing approximately \$2,000. This shows the statements made by the Chicago Journal that I had depleted the department's fund by thousands of dollars to be absolutely false.

Charge 5.—That an auditing committee was sent to examine my books after repeated charges had been made that I was illegally using public funds.

Answer.—My books are audited every thirty days by Mr. William Kilpatrick, secretary to the Railroad and Warehouse Commission. They show but one error of \$5, and that was made by the bookkeeper who afterward was discharged and who is responsible

for the charges made in the Chicago Journal, he being evidently prompted to seek revenge.

Charge 6.—That I am the highest-salaried chief grain inspector Illinois ever had.

Answer.—When Gov. Deneen abolished the former system of paying the chief grain inspector \$3,500, hotel expenses and livery, my salary was advanced with the understanding that I was to pay all my own expenses, which was right. While I am drawing a larger salary than any previous chief grain inspector of Illinois, it does not cost the department as much as it did prior to this arrangement. Even if it were true, the growth of the department would have justified the advance. The grand total of "in" and "out" inspection for the year 1907 was 424,168,029 bushels, an increase of 16,584,836 bushels over the preceding year. More grain passes through Chicago than any other inspection department in the world. The chief grain inspector of the port of New York, with the grain market only one-fourth as great as that of Chicago, receives a much larger salary than myself.

Charge 7.—That the interest on the state's money is a source of considerable revenue to me.

Answer.—This is untrue and misleading. The interest is never turned into the funds of the state, but is turned into the funds of the department, becoming a part of the earnings of the department.

Charge 8.—That I am a political power in the Lowden Congressional District, and have placed many appointees from that district on the state's payroll.

Answer.—The charge is true that I have been fortunate enough to secure a number of appointments for the Thirteenth Congressional District; all of which appointees have made good, and their faithfulness, ability and loyalty is unquestioned.

Charge 9.—That I was originally a farmer living in the little village of Shannon and am a politician there with some following.

Answer.—My home is in the village of Shannon. I was a farmer. I became a politician. I have always considered it an honor to have been a farmer. I have always deemed it a pleasure to live in Shannon, and as a politician I have done nothing of which my friends need be ashamed.

Charge 10.—That my living expenses at the Great Northern Hotel run from \$50 to \$100 a month.

Answer.—Prior to the time my salary was raised my expenses at the Great Northern Hotel averaged \$58.59 per month.

Charge 11.—That I received, during the period referred to in the said Journal article, \$20 a month for "horse feed."

Answer.—From June 10, 1904, until December 31, 1906, I received, under my contract of employment with the board of Railroad and Warehouse Commissioners, \$20 per month for livery hire, which the unfriendly bookkeeper saw fit to call "horse feed." This expenditure of 20 per month for livery hire is also included in the general expense of \$78.59 per month noted above. The records of the department show that the entire personal expenses incurred under my administration do not nearly equal the amount allowed former inspectors for "livery hire."

Charge 12.—That whenever I went anywhere during that period I hired a cab or automobile, and in May, 1906, paid an automobile bill of \$10.

Answer.—In May, 1906, at the urgent request of a committee of the Chicago Board of Trade, I went with my assistant supervising inspector in an automobile, a distance of seven or eight miles each way, to inspect a large quantity of oats which were the subject of bitter dispute and possible loss and injury to the shipper. The action was justified and was done in strict performance of my duties.

Charge 13.—That I took enjoyable junkets out of the city at the state's expense to attend conventions and study inspection methods, and that the state once paid a bill of \$300 therefor as expenses to a convention at Niagara Falls.

Answer.—Under the direct instructions of the Railroad and Warehouse Commission I have attended national, state and local annual meetings of grain dealers and chief grain inspectors. These trips are taken in the line of duty just as soldiers, sailors, teachers, professional men, farmers and business men attend national conventions to advance themselves in their respective occupations or professions. Formerly these trips to national meetings cost the office as much as \$500. In attending the convention at Niagara Falls I was accompanied by two assistants, my chief clerk and one supervising inspector. We were gone six days. The expenses incurred amounted to \$300. They were carefully itemized, submitted to the Railroad and Warehouse Commission, and approved as being reasonable, customary and proper under all circumstances.

Charge 14.—That my telephone and telegraph bills are the result of political enthusiasm, and that they run as high as from \$5 to \$25 per month.

Answer.—It is true that these bills do run from \$5 to \$25 a month. With one hundred assistant inspectors scattered throughout the state and in sub-offices at Joliet, Kankakee, Decatur, Springfield and East St. Louis, it may be readily seen that telegraph and telephone bills would amount to the sum given without being deemed extravagant.

Charge 15.—That I actually had the effrontery to use newspaper clippings, stationery and stamps in the conduct of the business of my office, with the occasional luxury of a stenographer.

Answer.—I frequently have found it necessary to use newspaper clippings relating to grain inspection throughout the United States. There is not a concern—business, professional or otherwise—anywhere in the country that is not obliged to make use of such clippings as a legitimate and necessary part of its commercial operations. Stamps and stationery are necessary in the conduct of the office, and the service of a stenographer is required. One stenographer handles the entire work of my office.

Charge 16.—That soon after my appointment in 1904 I expended \$955.64 for repairs in the offices of

the grain inspector's department in the Continental Bank Building in Chicago.

Answer.—The chief grain inspector's suite in Chicago consists of eight rooms, covering about 3,400 square feet and housing from 25 to 100 men—clerks, supervisors, inspectors and others. When appointed in 1904 I found the suite of offices not much better than a barn, practically carpetless, with ancient desks and equally crude and out-of-date appointments and devices. The Railroad and Warehouse Commission instructed me to transform them into first-class offices. I did so at an expenditure of \$1,600 for repairs, not \$955.64 as charged. The furnishings are not luxurious.

Charge 17.—That I caused a lock to be put on the door of my private office, and that the state paid for it.

Answer.—The earnings of the department paid for this lock, which was for my benefit as well as for the benefit of the public and my successors.

Charge 18.—That the private offices of the department were redecorated at a cost of \$68.15.

Answer.—My private office was redecorated at the time the offices were remodeled at a cost of not to exceed \$20. These furnishings are not unusual or extravagant.

Charge 19.—That electric wires were installed at a cost of \$13.

Answer.—Electric call wires were installed in my office because it is absolutely necessary for the chief inspector to summon men from all parts of the department instead of going out and looking for them himself when he wishes to communicate with one. These bells are regarded as a necessity in every business office of any size in Chicago, or any section of the state.

Charge 20.—That picture wires were purchased at a cost of \$4.03, and that a couple of waste-paper baskets were bought at a total cost of \$27.35.

Answer.—The picture wires did not cost to exceed 75 cents. One waste-paper basket alone adorns my private office. I cannot claim for it the highest artistic beauty, for it cost less than \$1.50, as the records will show.

In confirmation of the foregoing, read the following affidavit:

"State of Illinois, County of Cook, ss.—I, William Kilpatrick, being duly sworn, on oath deposes and says that he resides in the city of Springfield, county of Sangamon and state of Illinois; that he is now and was on the 10th day of June, A. D. 1904, secretary of the Railroad and Warehouse Commission of the state of Illinois, and is now, and has been for over ten years last past, ex-officio auditor of the accounts of the state Grain Inspection Department of the state of Illinois; that he has carefully read the foregoing charges numbered from 1 to 20 and the answers thereto made by W. Scott Cowen, chief grain inspector for the state of Illinois, reflecting on him and printed, as explained, in the Chicago Journal, and affiant states that he knows of his own knowledge that such answers are true and that all statements therein contained with reference to moneys earned and expenses incurred in the department of the state grain inspector are verified by the records of the state Grain Inspection Department and, as statements of fact, are absolutely true.

"And further affiant saith not.

"(Signed) WM. KILPATRICK.

"Subscribed and sworn to before me this 7th day of October, A. D. 1908.

"JOSEPH J. LENOCK, Notary Public."

The truth and reasonableness of the foregoing statements will be made clearer if the following facts are borne in mind by the reader:

The office of the chief grain inspector of the state of Illinois is self-supporting. See Illinois Revised Statutes, Par. 11, Sec. 146, Chapter 114:

"Par. 11. All necessary expenses incident to the inspection of grain, and to the office of registrar, economically administered, including the rent of suitable offices, shall be deemed expenses of the inspection service and shall be included in the estimate of expenses of such inspection service, and shall be paid from the funds collected for the same."

The salary of the chief inspector and the other inspectors, supervisors and employees through the state, and all expenses, charges and costs of every kind, are paid out of the inspection fees earned from day to day. The people of the state are in no sense taxed to pay for the salaries and expenses of this office, nor for any of its alleged luxuries or improvements, as charged by the Journal.

The governor appoints the chief grain inspector, and thereafter his salary, expenses, and the superior government and direction of his office are wholly under the control of the Railroad and Warehouse Commissioners, as provided by law. (See Revised Statutes.) Every important act of mine, and all expenditures, employment of assistants, and other business by me performed is under the direction of and always subject to the approval and always duly approved by this commission before the same is made a matter of record in the books of records of my office.

I was first appointed chief grain inspector by Gov. Yates and reappointed by Gov. Deneen, with the laconic expression to "Run it right," meaning to run the office on just business lines regardless of politics.

The books of the chief grain inspector's office in Chicago are audited, as before stated, every thirty days under the direction of the Railroad and Warehouse Commission, by its secretary. The examination of the books was done in accordance with this custom and not at the governor's request, and was done in the interest of the public.

All of the sensational statements presented to the public to condemn me were taken from books kept by employees under my control and direction, and is it not absurd to think that I would have allowed these books to be kept in such a way as to reflect dishonor,

discredit and disgrace upon me, if I really had been corrupt or unworthy of my office?

The Journal got its libelous information from a discharged and dishonest employe who had worked in my office, smarting under criticisms which had been for a long time directed to his work, which finally became so full of errors and malice that it was unbearable. He had been from the first day of his employment in my office a "snake in the grass." I bore with him until his manifest treachery and unfitness led to his dismissal. He then lent himself to the purposes of the Chicago Journal.

When I took charge of the office 138,000 cars of grain had been inspected the previous year. In 1907 the inspection was approximately 200,000 cars. The present cars are of much larger capacity than they were four years ago. On June 10, 1904, the grain inspection department in Chicago was grading less than 6 per cent of the total quantity of corn inspected as No. 2. Now No. 2 Corn runs from 20 to 40 per cent of the total quantity received, and wheat has run on certain days as high as 95 per cent or better.

Without seeking to reflect upon any of my predecessors, I desire to call attention to the fact that when I was appointed chief grain inspector the public and the press were constantly making loud complaints because of the unsatisfactory inspection of grain in Chicago. The effect of these complaints was to make Chicago an exceedingly unprofitable and unpopular market, as well as to injure the farmers throughout the state. It is a fact that proper attention was not paid to the grading of the grain. This caused a great financial loss to the grain-producing interests of the state. It has been largely remedied through the efforts and demands of Gov. Deneen, who insisted that the inspection service should be made as nearly perfect as possible. Instead of complaints and criticisms, the state grain department and the chief grain inspector to-day are being commended and complimented.

The work of this department, in previous years subjected to marked criticism, has been recently much improved through the introduction of a system of postal card notifications by shippers of grain, directed to the central office of the department. Difficulty had been found in making satisfactory "track" inspections, and the department had devised various plans for the improvement of the inspection service. One of these was the employment of additional track inspectors; another was the establishment of a Department of Sampling to review the work of all inspectors. No provision having been made for the establishment of a sampling department, the chief grain inspector in 1906 devised the postal card notification system alluded to.

The postal card sent by the shipper gives the date of shipment, car number, station shipped from, railroad on which the grain will arrive in Chicago, the name of the consignee and the grade the shipper expected his grain would merit. The postal card is directed to the chief grain inspection office, and bears the memorandum, "If grain does not inspect as indicated on card, send sample to the chief grain inspector."

This system went into effect February 2, 1906, and has been received with great favor by shippers all over the state. Almost all who received the postal cards responded promptly with the information desired by the department. A record has been kept and it has been found that in 84 per cent of the inspections, where cards were received, the inspections subsequently made by the department agreed with those made by the shipper. The result has been the creation of much better feeling between shippers and the department as well as making more careful inspectors.

The department has had a clean, business-like administration, and in the trying times of grain corners not one word of scandal has attached to its grain inspections. This is a notable record, and the administration of the grain office is meeting with more general approval from grain shippers than any administration in recent years.

Regarding the administration of the grain office at East St. Louis, the following letter from the chairman of the Grain Committee of the Merchants' Exchange of St. Louis was received by Mr. J. B. Stevenson, deputy chief inspector at that point:

"J. B. Stevenson, Chief Inspector, St. Louis, Ill. Dear Sir:—The Grain Committee of the Merchants' Exchange is very anxious to continue the splendid showing of the St. Louis market the past two years. Our idea is a conference with your department that we may better understand conditions which confront us from time to time, that the interests of the grain trade may reap the benefits of a close and united effort on the part of the Exchange and your department, our interest being identical.

"We appreciate your efforts in this direction and take this opportunity of thanking you and your department for your efforts, which have been more satisfactory than the Exchange has experienced for several years past.

"Yours very truly,
(Signed) J. L. WRIGHT,
"Chairman Grain Committee."

June 17, 1908.

The inspections at the East St. Louis office, moreover, show an increase in 1907 of 7,000 cars over 1906.

In the management of my department I have always worked in harmony with the suggestions of Gov. Deneen, who at all times has sought the good of the service. I have necessarily known the mind of the governor in respect to many matters of proposed reform and progress in my department. Of my own knowledge I know of patient, studious and prolonged effort on his part to acquaint himself with the multitude of facts and details relating to the subjects of inspection and warehousing, in order that Section 13 of our state Constitution, looking to the

perpetual betterment of our farming interest, might be faithfully enforced.

The governor realizes that no subject lies closer to our material progress than that of our farming interests. Believing that the wealth and general prosperity of the state and country depend most of all upon the intelligence, progressiveness and protection of our farmers and grain dealers in their important work, the governor has felt all along that efforts made in their behalf were of the highest practical business value. These efforts have been made faithfully, not as a mere political move, but in an honest effort to bring about the greatest good to the greatest number. The claims of the administration for a continuance in power rest solely upon the results of these efforts.

If the farmers and grain shippers wish to be certain of the continuance of the past policy of untiring alertness and watchfulness in their behalf, they will not only vote for, but work for the election of one who can be relied upon to conduct the state's affairs honestly and as the people would have them conducted.

Having replied to these unjust charges, which were prompted by malice and with a wicked desire for revenge, I will simply request the public to weigh the matter carefully and decided without prejudice as to whether I have endeavored to the extent of my ability to give the state an honest, intelligent and satisfactory service.

Asking only for a square deal, I am,

Yours very truly,

W. SCOTT COWEN.

Shannon, Ill., October 7, 1908.

WITMER GRAIN COMPANY.

The Witmer Grain Company performs a valuable function in the village of Grabill, Ind., in that the company handles not only the grain of



WITMER GRAIN CO.'S PREMISES AT GRABILL, IND.

a considerable part of the northeast corner of Allen County, but also the seeds, hay, straw, wool and live stock of its farmers, and goes still farther and makes their flour, meal and feed and supplies them with coal, lime, plaster, cement, sewer and drain pipe, salt and so on.

The premises shown in the picture include both a 20,000-bushel elevator built six years and a 50-barrel flour mill put into operation only in April, 1908.

The motive power of the plant is a 65-horsepower Frost Engine, and a 25-horsepower gasoline engine. The milling machinery was all supplied by the Barnard & Leas Manufacturing Company.

The editor welcomes communications on all subjects of interest to grain dealers.

In a report on the burning of Elevator D of the Consolidated Elevator Company, Duluth, the Insurance Press says "the fire again raises the question of the efficiency of automatic sprinkler protection in grain elevators. The construction of the buildings is not suited to sprinkler protection. Fires that start on the track floor are almost impossible to control because of the large area of the floor, the presence of a large quantity of dust, and because of the numerous partly concealed spaces which are out of the reach of water from any apparatus. Standard equipments, experience has shown, will hold fires in cupola sections."

TRANSPORTATION

The Grand Trunk Pacific has been opened for traffic from Winnipeg to Wainwright, Alberta, 666 miles. There will be 97 stations between these termini.

The Illinois Railroad and Warehouse Commission has postponed from October 1 until November 1 the date on which the new switching rules are to go into effect.

The joint rate wheat case decided by the Washington State Railway Commission more than a year ago will be heard on its merits in the United States Court in Seattle.

A state court has decided that the Kansas Railroad and Warehouse Commission has the power to permit a charge of \$1 a car on grain placed in elevators in Kansas City.

The transportation department of the Chicago Board of Trade is endeavoring to readjust grain rates from Iowa, Minnesota, Nebraska and South Dakota to the Southeast via Chicago, which are from 4 to 8 cents per 100 pounds higher than through other gateways, such as St. Louis and Memphis, notwithstanding the fact that in some cases the mileage through Chicago is from 200 to 400 miles shorter.

The Early & Daniel Co., the Union Grain and Hay Co., August Ferger & Co. and J. H. Hermesh & Co. have instituted an action at Cincinnati to enjoin the L. & N. and the C., N. O. & T. P. Railroad Companies from rescinding their agreements to allow the shippers \$1.50 per carload for transferring and inspecting hay shipped to and

from that city, and which have been in vogue for about fifteen years.

Canadian ship owners have increased rates on grain to Montreal from 3¼ to 6¼ cents per bushel. It had the immediate effect of sending much grain to Boston and New York for export.

The Ohio Grain Dealers' Association has adopted a resolution protesting against the uniform bill of lading. It declares that it can be accepted only by the railroads agreeing to assume full common law liability for shipment without an extra charge of 10 per cent.

The Grand Trunk Ry. has notified the Montreal Harbor Commission that it is willing to arrange to materially increase the capacity of the present Grand Trunk Elevators upon suitable arrangements being made with the Harbor Commissioners.

George A. Schroeder, chairman of the transportation committee of the Milwaukee Chamber of Commerce, after a lengthy correspondence with the Railroad Commission, has induced the North-Western R. R. Co. to recede from its position as to minimum carload rights, and to establish a rule charging only for the minimum weight of the smaller cars, even when the company furnishes larger cars at its own convenience.

The "elevator allowances" case is again before the Commerce Commission (Commissioner Prouty) at Omaha on complaint of the Nebraska and Iowa Grain Co., Updike Grain Co., Crowell Grain Co., Cavers Grain Co. and the Nye-Schneider-Fowler Co., alleging discrimination on the part of the U. P. R. Co. in favor of the Trans-Mississippi and Peavey Elevators, or the elevators on its own line, in paying the elevation charges of three-quarters of a cent.

FIELD SEED SECTION

NORTHWEST FLAX CROP.

The flax crop of the Northwest, according to all reports received by the Market Record, Minneapolis, appears to be high in quality and in that respect more satisfactory than some other grain. The yield is somewhat disappointing, not running as high as was expected early in the season. The quality is mostly inspecting No. 1, so far as it has arrived in terminal markets. The quality as well as yield runs rather higher in South Dakota than in either North Dakota or Minnesota. It is better, however, in Minnesota on the average than in North Dakota, but averaging slightly below South Dakota.

The yield per acre is estimated as 11.4 bushels per acre in South Dakota, 11 bushels in Minnesota, and 10.5 bushels in North Dakota. This estimate of yield corresponds in the reports closely with the average as to quality. The June estimate of acreage by the government is 426,600 acres in Minnesota, 504,000 acres in South Dakota and 1,530,000 acres in North Dakota. This makes the estimated yield 16,065,000 bushels in North Dakota, 5,745,000 bushels in South Dakota and 4,693,000 bushels in Minnesota. The total bushels for the three states is 26,503,000 bushels against a total in 1907 of 22,780,000 bushels, as finally estimated by the government.

While the total yield is some 4,000,000 bushels more than a year ago, with a higher average quality, reports from the crushers indicate that the yield of oil per bushel of seed is about the same as from the yield of the seed raised one year ago. The seed now being crushed is from the earlier thrashings and from that of early harvesting. The early harvested seed appears to average rather higher in quality than the later harvest. There is, however, less damage from frost this year than last year. A year ago there was a heavy frost in some portions of the Northwest in August which materially damaged some of the flax crop in the districts where it was later seeded. There was a light frost this season too, but not sufficient to damage the seed so much as a year ago. It is quite doubtful if this damage by frost will be noticeable in the yield of oil, for the frost was very light. For that reason it would seem naturally that the yield of oil in the end may be higher from the same quantity of seed than was realized in the crop of 1907. The demand is so far good in the markets and while it is too early to predict the final outcome of values there seems no reason now to forecast materially lower prices, while the indications seem to point to a strong market throughout the crop season.

SELECTING SEED CORN.

In a recent press bulletin, the Oklahoma Experiment Station gives some advice on the selection and care of seed corn. Farmers are advised to make selections in the field, since the plant is the unit of selection.

In compiling a list of desirable characteristics for the guidance of the amateur the productive power of the individual plant must be given a prominent rating. Plants which have power to transmit the quality of high yield per acre to their progeny are much more desirable than individuals which are decidedly poor producers, and this is one reason why the plant itself should be studied before the ears are set aside for use. Unless the selections are made in the field just as the crop is ready for the knife, and unless these selected individuals are tested side by side the following season, we have no method of ascertaining the productive qualities of a given plant, nor can we compare the yield of this individual with yields obtained from other selections.

While it is believed that the details of the test work must be developed by the scientific, much can be gained by selecting at a period when

the important features of the stalk are in evidence. It has been proven by field investigations that the location of the ear on the stalk can be changed merely by careful selection. Selections which include a study of the plant will assist in bringing about greater uniformity in the latter product.

MICHIGAN BEAN JOBBERS' ASSOCIATION.

The sixteenth annual convention of the Michigan Bean Jobbers' Association was held at Hotel Pantlind, Grand Rapids, September 9 and 10, and there was a large attendance of enthusiastic delegates. The business sessions were well attended and a number of interesting papers were read and discussed.

Officers were elected as follows: President,



PRESIDENT J. A. HEATH.

J. A. Heath, Lenox; vice-presidents, E. L. Willman, Grand Rapids; Charles H. Wells, Greenville; B. G. Brown, Jr., Springport; treasurer, W. N. Isbell, Jackson. F. H. Richardson, Fair Grove, and C. E. De Puy, Stockbridge, were named as directors. G. F. Almendinger of Ann Arbor, who was secretary of the Association for a number of years, tendered his resignation. His successor will be named by the directors.

Burdick Potter of Fenton read a paper on "Bean Statistics," in which he said:

"Were it not for the present high protective tariff on beans the Michigan farmer would soon be driven from the field by his foreign competitor. This was fully demonstrated during the past year when foreign beans to the amount of 2,239,880 bushels were entered at the ports of New York and Boston, or .017 per cent of the entire foreign crop and nearly half as much as was harvested in this state."

Mr. Potter added that the European acreage had been increased 25 per cent this year and owing to the cheap labor over there beans can be produced at a smaller cost than in Michigan or any other state in the Union. Canada has an acreage this year of 50,000, with an estimated yield of 18 bushels per acre. Wisconsin from advices received will not raise enough to supply the demand of Milwaukee this year. New York will raise this year about the same amount as in 1907.

The Pacific Coast states will harvest a big crop, but it is Michigan that is looked to for the banner bean crop. The estimated acreage of the white pea is 358,500, or 13,000 acres less than a year ago. This is due to the cold, wet spring. From reports gathered at different points Mr. Potter said the yield would vary from 13 to 20

bushels per acre. At present the estimated condition of the crop was 59 per cent of normal. Speaking of the red kidney he said the acreage this year was very small, compared with that of a year ago.

Others papers read were: "Future Beans," K. P. Kimball, Jackson; "Loaning Bags," H. E. Chatterton, Mt. Pleasant, and E. M. Babbitt, Haslett Park; "Benefits of Local Associations," F. M. Towner, Morrice; "How Beans Should Be Bought," William Reardon, Midland; "Management of Picking Room," F. F. Flaherty, Charlotte; "Sieve and Air Separations for Beans," A. H. Smith, Jackson; "Foreign Beans," H. C. La Rowe, New York.

WILL UNITED STATES IMPORT OR EXPORT CLOVER SEED?

In a recent market letter C. A. King & Co. of Toledo ask this question and then proceed to review the situation, as follows:

Recent years it has been an importer. Years ago it was always an exporter. Official reports make the imports past fiscal year, 138,000 bags and exports 23,600 bags. Imports include white, crimson and alfalfa. Exports past year were mostly alsike. Imports in previous year were 152,000 and exports 26,000 bags. These were the largest imports. Largest exports were 303,000 bags from the 1893 crop. They have been small during late years. Will there be a surplus on the 1908 crop? It looked like it a while ago, but prospect is not quite as favorable and much will depend upon how it fills in near future. Most sections want dry weather. If there should be a surplus, large dealers and speculators would hardly allow prices to drift to an export basis. It has been several seasons since we have had a large crop. Stocks are exhausted. Receipts here last season were only 29,500 bags, the smallest ever known. They were 49,000 the year before and 82,000 two years ago. Largest were 200,000 bags on the 1897 crop, which was the greatest ever raised. Shipments last season exceeded the receipts. October started at the lowest in January, when it was down to 6.95, but up to 8.35 in February. Thirteen-dollar seed last season came later in the season, after the foreign crops had turned out disappointing. Statistics as copyrighted by our little King, talk as follows:

Crop Year	Exp. from		Toledo		Stock,
	U. S.,	Receipts,	Shipments,		
Ending	Bags.	Bags.	Bags.	Bags.	
July 1, 1908.....	23,600	29,500	32,000	500	
July 1, 1907.....	26,000	49,000	58,000	3,000	
July 1, 1906.....	15,000	82,000	87,000	5,000	
July 1, 1905.....	72,000	79,000	84,000	3,000	
July 1, 1904.....	45,000	122,000	117,000	8,000	
July 1, 1903.....	104,000	97,000	121,000	400	
July 1, 1902.....	46,000	133,000	135,000	16,000	
July 1, 1901.....	83,000	70,000	127,000	8,000	
July 1, 1900.....	214,000	146,000	168,000	65,000	
July 1, 1899.....	133,000	83,000	104,000	50,000	
July 1, 1898.....	207,000	200,000	147,000	60,000	
July 1, 1897.....	87,000	72,000	62,000	8,000	
July 1, 1896.....	37,000	102,000	100,000	2,000	
July 1, 1895.....	153,000	99,000	101,000	1,000	
July 1, 1894.....	303,000	135,000	142,000	1,000	

QUALITY OF RED CLOVER SEED.

The quality of a sample of clover seed depends upon its cleanness, the percentage of germinable seed, the vigor of germination and the origin of the seed. The cleanness of a sample depends, both upon its freedom from broken seeds, dirt and other inert matter, and upon the absence of weed seeds and the seeds of other cultivated plants.

The seeds of timothy and of white and alsike clover are often present, and, although they must be considered impurities, they cannot be called injurious. Timothy may sometimes be present in such quantity as to be objectionable, not from the nature of the plant, but because the seed is worth much less than clover seed and the purchaser does not care to pay for clover when he is getting timothy. More serious is the presence of a considerable quantity of weed seeds, especially if among the lot are the seeds of some of the more pestiferous weeds.

In some localities low grades of clover seed are demanded because the clover is to be used as

green manure, and it is thought that the weeds will furnish green material for plowing under and can thus do no harm. This is true to a certain extent, but the weeds fall far short of the clover as green manure, and the value of the sod will be reduced in proportion to the abundance of weeds. It is poor economy to pay for weed seeds and allow them to occupy the ground at a saving of 25 to 50 cents on the acre for seed. Moreover, when a sample of clover seed is very foul it nearly always contains large quantities of the seeds of the worst weeds, such as sorrel, buckhorn, plantain and sometimes dodder. The seeds of dodder are, fortunately, not yet common in American clover seed, and are rare in well-cleaned, home-grown seed, but the danger of the spread of this pest should not be underrated. When it is realized that a dodder plant can attack one clover plant from another until it has destroyed the clover over an area of several square feet, it will be seen that not even one dodder seed in a pound of clover seed should be tolerated.

CLOVER AND GRASS SEEDS IN EUROPE.

In their report on the European clover and grass seed situation R. Liefmann Sohne Nach, Hamburg, say:

Red Clover.—The outlook was not very good up to about four weeks ago in Austria and Hungary, owing to hot weather, but sufficient rain has fallen since to improve conditions, so that in both countries an average crop may yet be looked for. Italy expects a crop which will be somewhat below average, and of moderate qualities; while conditions in Russia seem to have improved of late. In Germany the stand of the second growth promises a good harvest. The outlook in England is also promising, but they are now badly needing dry weather. Especially in France plenty of seed is anticipated from the second cutting, and a record crop may be looked for.

If the weather is propitious during the coming three weeks, we shall doubtless harvest more than a full average crop in the whole of Europe, but everything depends now on the weather; we must not have any further rain in Europe, otherwise crops might more or less be damaged.

Though the total stock in Europe—with the exception of Chilean Red—amounts to scarcely 50 tons of mostly very poor-quality old seed, there is no large demand for Red Clover seed at all at the present time, because crop prospects are excellent the world over. Still it may be possible that we shall import dodder-free Red from your side if your prices will be materially below our quotations. As you will be aware, European farmers value home grown seed about 10 marks, or \$2.25, per 50 kilos higher than seed of American origin. The importation, however, will not be as large as it used to be in former years, when the European production of seed was not so extensive as it is now.

It is generally reported that Chili has but half a crop this year.

New dodder-free European Red is already offered at 11½ cents delivered Hamburg.

Alfalfa.—On the other hand the prospects for this article have deteriorated in Europe. Even with favorable weather not more than a small crop is anticipated, it being reported that heads are not filling well. Stocks of European seed are very small, Turkestan stocks were larger, but owing to reduced prices are now nearly exhausted. During the last three weeks prices increased by about one cent. Province Alfalfa and fine Italian is quoted at 13½ cents delivered Hamburg.

We are looking for a large consumptive demand, and if America should be able to offer any dodder-free seed, we may import from your side.

White Clover.—Crop will be somewhat lighter than last year, but pretty large stocks of old seed are still available.

Alsike.—Crop materially better than last year's.

One hesitates to accept prices asked by American and Canadian dealers.

Timothy.—Complaints are heard in the chief producing sections to the effect that the weather during the time of blooming has been too wet.

Orchard Grass is a light crop.

GOVERNMENT CLOVER SEED REPORT.

Under date of October 8 C. A. King & Co., Toledo, summarize the government clover seed report as follows:

Government report on clover seed as wired us this morning makes the production this year, compared with a full crop, 91, against 65 year ago. There has not been a full crop since 1897 and it is difficult to make comparisons on that basis. Ohio has more than full crop, 105 against 40 year ago. Indiana has very large acreage and a full crop compared with 50 year ago, and 62 two years ago. Michigan 94, against 65 year ago; Illinois 100, against 70 year ago; Missouri 85, against 80; Iowa 88, vs. 70; Wisconsin and Kentucky 85, against 80 year ago. New York and Pennsylvania are trifle better than year ago, being 73 and 80, against 68 and 65 last year. Government does not make any estimates in bushels, but some of the states do. Comparisons show as follows:

State.	Government —October Report— Production Compared with Full Crop.			State Estimates, —Bushels—		
	1908.	1907.	1906.	Crop 1907.	Crop 1906.	Crop 1897.
Ohio	105	40	52	72,000	146,000	1,032,000
Indiana	100	50	62	105,000	333,000	810,000
Michigan	94	65	68	183,000	241,000	414,000
Illinois	100	70	64	30,000	40,000	193,000
Missouri	85	80	72	60,000	50,000	95,000
Iowa	88	70	75	50,000	56,000	103,000
Wisconsin	85	80	78	150,000	94,000	212,000
Kentucky	85	80	72	.....	.....	.....
New York	73	68	85	.....	.....	.....
Pennsylvania	80	65	65	.....	.....	.....
United States	91	65	..	.....	.....	.....

ZAHM & CO. ON CLOVER SEED.

In their market letter dated October 7, J. F. Zahm & Co., Toledo, say:

"Our Mr. Mayer talked with numerous shippers who were at the Ohio meeting at Columbus yesterday and everyone said there was lots and lots of clover seed. There is a large quantity still in the fields, and it is a difficult task to get hulling machines to hull it. As far as Ohio is concerned the farmer will be a very important person in the making of prices. Just now the farmers are bringing their seed in, having it cleaned, and as they can't get \$5, are taking it back home, saying they will not sell for less than \$5. Many farmers will keep at least two years' supply, and it is an open question whether they will stick to their \$5 figure or come in and sell should the market turn weak and decline 50 cents. Many shippers say farmers are liable to sell more freely on a severe break. Some shippers were unfortunate in getting seed at higher prices and not selling or hedging it naturally felt a little blue. In fact one of them told our Mr. Mayer that he hadn't made a dollar on what seed he bought so far this year—in fact had lost; he would just as soon see a load of coffins drive up to his elevator as a load of clover seed. Others speak of the transformation from the past few years when the farmer brought his clover seed to town in a buggy and now in a big wagon.

"One bullish feature that every dealer mentioned was the continued dry weather. They said the growing clover had been badly damaged, was now suffering, and that unless heavy rains come the yield next year is bound to be small—in fact even if the rains do come many say the crop will be short. As we say above, the question of price depends largely upon what the American farmer does and of course the foreign crop news. Letter printed in this issue from Germany is rather bearish. The writer is well posted. Whether he is right about foreigners not taking any of our seed unless at a much lower price, or whether the statement about the crop is true, our readers must decide for themselves. Anyhow we hope shippers will not pay out of line prices for seed. Clover bought right is half sold. Present prices are much under those of recent years, but some-

what above the average, and if all the farmers in their prosperous condition determine to hold and a foreign demand should develop the market might not decline much, in fact might advance, but should they all sell freely, lower values would result."

NOTES.

The Wadsworth Seed Co., recently incorporated at Warren, Ohio, will build an elevator and seed warehouse.

The John H. Allan Seed Co. of Sheboygan, Wis., has received about 25,000 bushels of peas at its branch in Sturgeon Bay, Wis.

A report from Salina, Kan., says that alfalfa seed is coming to market, but that the crop of Saline County will not be up to normal. There was a record crop there last year.

The premium list for the National Corn Exposition, Omaha, is a long one and includes an automobile, piano, farm machinery and many other articles in addition to a great number of cash prizes.

The Everett Clark Seed Co. of Milford, Conn., is reported to have closed a deal for land at Green Bay, Wis., on which to erect a four-story concrete building. The company now has a branch at Sister Bay, Wis.

The Western Grain Dealers' Association will award a \$1,600 trophy, in the form of a silver sheaf of oats, to the agricultural college team which does the most proficient work in small grain judging at the National Corn Exposition, Omaha. Another trophy valued at \$1,000 will be given to the successful corn judging team.

It is stated that J. Vernon Sheap of Lansing, Mich., has taken over the branch warehouse and contracts of E. W. Conklin at Harrisville, Mich. Mr. Sheap has been connected with the Isbell Seed Co.'s elevator in Lansing for some time and has another seed business at Lincoln. It is understood that he will continue to reside in Lansing.

The press of the state is calling the attention of Iowa farmers to the fact that all grain which contains weed seed is impure and its sale for seed is prohibited by law. The law of this state regulating the sale of agricultural seeds includes all the varieties of grass seeds, forage plants and the cereals. It prohibits the sale of agricultural seeds if any seeds of the following weeds are present, namely, wild mustard of charlock, quack grass, Canada thistle, wild oats, clover and alfalfa dodder, field dodder, or corn cockle. The only exception to this prohibition is the sale of seed for export outside the state, and sales by the grower upon his own premises for seeding by the purchaser. Other weed seeds, sand, chaff, dirt or broken seeds or seed not capable of germinating are classed as impurities, and when present in an aggregate of more than two per cent the seeds may be legally sold only when tagged or labeled to show the percentage of each impurity present. There are special provisions of the statute defining adulteration of blue grass, orchard grass, red clover and rape seeds; also prohibiting the sale of seeds not true to name. The importance of sale and use of good seed, free from weeds, is so great that dealers and purchasers can well afford to use every effort to keep and use only that which conforms to the law.

A petition for the construction of more grain sheds on section 1 of the seawall at San Francisco to prevent the removal of the grain trade from that city to Port Costa, has been denied on the ground that under the law the sheds were provided for protection against weather to grain while in process of transportation and not to furnish warehouse facilities, and the commissioners add that "until such time as the present sheds, which are practically empty most of the time, become inadequate for the purposes contemplated by the law, no other sheds be constructed."

ELEVATOR AND GRAIN NEWS

IOWA.

S. G. Van der Zyl is to erect a \$4,000 elevator at Pella, Iowa.

A farmers' grain company has been organized at Oakville, Iowa.

A new elevator is going up on the site of the old house at Coburg, Iowa.

Van der Zyl Bros. are building a \$4,000 grain elevator at Leighton, Iowa.

Albert Simonson has acquired one of the elevators at Clutier, Iowa, and is operating it.

A new elevator is to be constructed adjacent to the C., M. & St. P. right-of-way at Linby, Iowa.

The Farmers' Elevator Co. of Hospers, Iowa, is negotiating for the Stover & Hoterman Elevator at that place.

Stephen Fiala has purchased the elevator of his brother, John Fiala, at Solon, Iowa, and will conduct it personally.

Articles of incorporation have been filed by the Farmers' Elevator Co. of Maurice, Iowa. The capital stock is \$20,000.

The big elevator of the Cedar Rapids Grain Co. at Cedar Rapids, Iowa, is nearly completed and will soon be placed in commission.

A. A. Smith has disposed of his interest in the grain and lumber firm of Smith & Loveland at Dows, Iowa, to his partner, F. F. Loveland.

P. H. Peters has turned over the Western Elevator at Le Mars, Iowa, to the Farmers' Elevator Co. of Remsen, who recently purchased it. Mr. Peters has removed to California.

The citizens of Cromwell, Iowa, have petitioned the railway commission of that state for a site for an elevator to be operated by the Farmers and Grain Dealers' Association of Cromwell.

David Marr has sold a half interest in the Northwestern Elevator at Traer, Iowa, to William Young. The business will hereafter be conducted under the firm name of Marr & Young.

Fields & Slaughter are building a 20,000-bushel addition to their elevator at Sioux City, Iowa. The new building will be fifty-six feet high and contain several new cleaning and mixing machines.

The Farmers' Co-operative Elevator Co. of Owasa, Iowa, have incorporated and will build an elevator at Owasa. The contract has been let and the house will be finished before the end of the month.

The new elevator of the Nebraska Hay and Grain Co. at Council Bluffs, Iowa, is nearly completed. The elevator will be used mostly for cleaning purposes, although some grain will be stored there. The storage capacity of the elevator will be 65,000 bushels. The other elevator project reported from this city is now a reality. John Cavers, an Omaha grain man, is planning to erect a 100,000-bushel elevator in Council Bluffs this fall.

ILLINOIS.

David Jones is building an elevator at Shinn, near Kinderhook, Ill.

E. James is erecting an elevator at Maroa, Ill., and will deal in grain and coal.

Work has commenced on the new Andrews & Roehm Elevator at Washington, Ill.

H. W. Caldwell & Son Co. of Chicago have purchased a Hall Signaling Grain Distributor.

Henry Lesch of Washington, Ill., has purchased a Hall Non-Mixing Signaling Grain Distributor.

Maddin Bros. will install a Hall Signaling Grain Distributor in their elevator at Ridgeville, Ill.

Maurice Ferris of Irwin, Ill., has purchased a half interest in the Cooley Elevator at Reddick, Ill.

The Farmers' Grain Co. of New Holland, Ill., are rebuilding their elevator and will handle the fall trade.

The Consumers' Hay and Grain Co. of Chicago have increased their capital stock from \$10,000 to \$20,000.

The Farmers' Elevator at St. Joseph, Ill., is being lowered in order to bring its driveway down to street level.

Edward Ater, Chas. T. Parr and William E. McCartney have incorporated the Cisco Grain Co. at Cisco, Ill., with a capital of \$10,000.

The Beardstown Grain and Lumber Co. have sold their elevators at Beardstown, Ill., and Arenzville, Ill., to Schultz, Baujan & Co.

The Washington Milling Co. have let the contract for their new elevator at Washington, Ill. The new house, which replaces one recently

burned, will be adjacent to the milling plant and have a capacity of 20,000 bushels.

M. L. McQuiston, M. S. Filson and E. D. Risser have incorporated the Paxton Grain Co. at Paxton, Ill., with capital stock amounting to \$15,000.

The Sicily Farmers' Grain Co. of Sicily, Ill., has been incorporated with a capital of \$10,000 by C. C. George, R. H. White and J. M. Lemon.

A movement is on foot at Paris, Ill., to organize a farmers' stock company for the purpose of erecting a large grain elevator at that place.

Ludwig & Grady have completed their elevator at Staley, Ill. The capacity is 25,000 bushels. The Burrell Engineering and Construction Co. had the contract.

The Farmers' Elevator Co. of Yorkville, Ill., has been incorporated with a capital stock of \$10,000. The incorporators are: L. C. Martner, F. G. Harris and E. J. Sherman.

Geo. W. Moore, John M. Stewart and Chas. M. Coons have incorporated the Arnold Farmers' Elevator Co. The home office is given as Arnold, Ill., and the capital stock is \$7,000.

Articles of incorporation have been filed by the Tallula Farmers' Elevator Co. of Tallula, Ill. The capital stock is \$10,000, and the incorporators are S. O. Savage, Cicero Beck and J. C. Boeker.

The Burrell Engineering and Construction Co. has just commenced a 15,000 bushel elevator at Baileyville, Ill., for the B. P. Hill Grain & Hay Co. of Freeport, Ill. Power will be furnished by a Stover gasoline engine and the elevator will be completed by January 1.

C. B. Johnson & Co. have sold out their entire holdings at Arrowsmith, Ill., consisting of the elevator and grain business, coal yards and residence, to J. C. Bane & Sons, prominent residents of that vicinity. Possession of the property will not be given until next March.

The big elevator at East Dubuque, Ill., operated formerly by the Harrington-Patten Co., but of late years closed down, has been purchased by the Armour Grain Co. This purchase is the beginning, it is said, of a string of elevators which the Armour Co. is planning along the Iowa division of the Illinois Central.

The T. C. Brown Grain & Hay Co. of Belshaw, Ind., have placed the contract with the Burrell Engineering & Construction Co. for a 3,000-bushel elevator at Illinois, Ill. This is apparently one of the smallest up-to-date elevators in that state and is equipped with one stand of 12x6 cups and one grain dump. A 4-horsepower Fairbanks Gas Engine will run the elevator.

OHIO, INDIANA AND MICHIGAN.

The elevator of the Wallace Milling Co. at Dale, Ind., is nearing completion.

The new elevator of Crane & Crane at Eaton Rapids, Mich., is being rushed to completion.

The Ann Arbor Milling Co. is planning the erection of a grain elevator at Dundee, Mich.

The Pierce Grain Co. is making a number of improvements in its elevator at Union City, Ind.

J. T. Higgins has recently installed a new cleaner and separator in his elevator at Lafayette, Ind.

The Union Elevator Co. of Cleveland, Ohio, has increased its capital stock from \$50,000 to \$100,000.

N. F. Dean has recently incorporated the Gilboa Grain Co. of Gilboa, Ohio, with a capital stock of \$75,000.

The Richmond Elevator Co. has ordered a Hall Signaling Grain Distributor for its house at Lenox, Mich.

N. L. Layer, formerly of Sheldon, Ill., has purchased an elevator at Wyatt, Ind., and removed to that place.

F. E. Storms and A. B. Clark have consolidated their business interests at Chelsea, Mich., forming the Chelsea Elevator Co.

The Richmond Elevator Co. has enlarged its office building at Lenox, Mich., in order to better take care of its increasing business.

The business of M. H. & T. C. Craiglow at Columbus, Ohio, has been consolidated with the Scioto Valley Grain and Milling Co. of that city.

Albert H. Buehrle is planning to erect a new elevator and warehouse at Youngstown, Ohio, on a site at a little distance from his present location.

Schulenberg Bros. & Weber, whose elevator at Huntington, Ind., was recently destroyed by fire, will shortly commence the construction of a new plant.

J. F. Steiger has withdrawn from the Mt. Vernon Feed and Grain Co., Mt. Vernon, Ind., having disposed of his interests to Henry Schnur,

his partner, who will continue the business. Mr. Steiger will locate in Texas, where he owns a large tract of land.

C. H. Gibson & Co.'s new elevator at North Greenville, Mich., is about completed. The company will make a specialty of picking and handling beans.

J. M. McFarland has recently made a number of improvements, including an overhead dump and an automatic drop dump, in his elevator at Clarks, Ohio.

Bell & Greenwood's 20,000-bushel grain elevator at Atkinson, Ind., was finished the first part of October. The Burrell Engineering & Construction Co. had the contract.

The Wolcottville Elevator Co., Wolcottville, Ind., has been incorporated with a capital of \$10,000. The incorporators are: C. O. Grannis, Geo. F. Eshelman, J. F. Atwood, W. P. Grannis and Geo. E. Bucher.

J. B. Halstead is building a 20,000-bushel elevator at Kirkpatrick, Ind. It is of cribbed construction and will be run by steam power. The Skillin & Richards Mfg. Co. are supplying the machinery equipment.

MINNESOTA AND WISCONSIN.

A farmers' elevator company is being organized at Painesville, Minn.

M. O'Neill has purchased the I. N. Dean Elevator at Blakeley, Minn.

The Farmers' Elevator Co.'s house at Kensington, Minn., has opened for business.

The warehouse of the Princeton Produce Co. at Princeton, Minn., is about completed.

Matt Smith has again acquired control of the elevator at Murdock, Minn., and is operating it.

K. Laun has recently made some notable improvements in his elevator at Glenbeulah, Wis.

The Peavey Elevator Co. of Minneapolis has reduced its capital stock from \$300,000 to \$50,000.

The Farmers' Elevator Co. of Goodhue, Minn., have recently purchased a car loader for their house.

The Grain Producers' Elevator Co. opened up their new house at Clearwater, Minn., on September 21.

The elevator at Brownston, Minn., formerly operated by the Plate Milling Co., has been reopened by the Rieger Milling Co.

The Maynard Fuel, Grain and Lumber Co. at Maynard, Minn., which once failed, is to be resold as soon as \$1,600 of stock can be sold.

Elevator S at Superior, Wis., recently unloaded 234 cars of grain in ten hours, breaking the previous record for that time by two cars.

R. A. Ritchie, C. A. Zeman and Edward Zeman have incorporated the Northern Elevator Co. at Manitowoc, Wis. The capital stock is \$25,000.

J. F. Younglove of Sioux City, Iowa, has received the contract for the building of the Myrtle Grain Co.'s new elevator at Albert Lea, Minn.

K. Krueger, whose mill at Westbrook, Minn., recently burned, has purchased a grain elevator at that place and will engage in a general grain business.

Martin Stephenson has purchased the old Pierce-Stephenson Elevator at Grand Meadow, Minn. Mr. Stephenson will make some needed improvements before opening for business.

The Grain Producers' Elevator Co. have purchased the plant of the Dakota Elevator Co. at Osseo, Minn. The new owners have retained H. B. Spence in his old position as manager.

E. Harden has leased the elevator and warehouses of the Two Creeks Trading Co. at Two Rivers, Wis., and is overhauling the plant preparatory to shipping grain and other commodities.

About 100 farmers in the vicinity of Stewartville, Minn., have organized the Farmers' Elevator Co. of that place. E. W. Ginter has been chosen president and Tobias Hogenson secretary. An elevator will be erected.

J. R. Beggs & Co. have commenced the building of a 12x48-foot addition to their elevator at Isanti, Minn. The addition will be used for the handling of beans, and sorting machines for that purpose are to be installed.

While lake shipments in general out of Superior, Wis., fell off for September, the grain shipments increased. The total figures given out by Collector T. B. Mills place wheat shipments at 5,193,000 bushels and barley at 1,540,563 bushels.

Elevator Three of the Globe Elevator Co. at Superior, Wis., has been bonded by the Treasury Department. On account of the increased business as a result of this bonding of the elevator, which has a capacity of \$1,750,000 bushels, an-

other collector is necessary at Superior. Courtland J. Young has been appointed deputy collector and will be assigned to duty at Elevator Three.

The elevator of the Farmers' Produce Co. at Chippewa Falls, Wis., has been leased to the newly organized Chippewa County Exchange, a branch of the American Society of Equity. The new organization has elected A. H. Hunt president and C. L. Gladwell secretary.

Wheat thieves have recently given the police of Superior, Wis., much trouble. Some of the stealing has been done under the guise of sweeping, but much more through outright theft. In some instances holes have been bored in the bottoms of cars, and large quantities of grain obtained in that way.

The Consolidated Milling Co.'s elevator at Minneapolis, Minn., is now under roof and G. T. Honstain, the builder, expects to have the house completed by December 1. This will make seven and one-half months for the erection of this modern, brick, 1,000,000-bushel elevator, which is said to be the largest exclusive mill elevator in the world.

On September 22 the Reliance Elevator Co. of Minneapolis purchased twenty country elevators owned by the Minnesota and Iowa Grain Co. The elevators are located mainly in Iowa, but will be operated by the Reliance Co. from their headquarters in Minneapolis. These additional houses give the Reliance Co. a line of eighty-four elevators.

Chas. A. Amsden, who recently leased the elevators of the defunct Minneapolis & Northern Elevator Co., controlled by the Pillsbury-Washburn Co., has associated himself with E. A. Higgins and A. J. Thomson, forming the Minneapolis-Northern Elevator Co. The new company, which will operate the elevators recently leased by Mr. Amsden, is capitalized at \$100,000, and a liability indebtedness of \$2,000,000.

MISSOURI, KANSAS AND NEBRASKA.

The Farmers' Elevator at St. Paul, Neb., has been completed.

The Pickrell (Neb.) Farmers' Elevator Co. are installing a new gas engine in their elevator at that point.

The new 22,000-bushel elevator of H. H. Mohr at Pierce, Neb., has been completed and opened for business.

The Farmers' Elevator at Edholm, Neb., has been completed by the contractor, G. H. Birchard of Lincoln, Neb.

Farmers about Damar, Kan., have formed a co-operative association and purchased an elevator in that vicinity.

The old West Elevator at Conway, Kan., has been purchased by Mr. Hinds of Kansas City, Mo., and is open for business.

B. C. Moore, J. E. Seaver and E. H. Seaver have incorporated the Moore Grain Co. of Kansas City, Mo., with a capital of \$10,000.

A twenty-one horsepower gasoline engine was installed in the elevator at Hoyt, Kan., during the recent shutdown of the plant for repairs.

A cleaner with a capacity of 600 bushels an hour has been installed in the elevator of the Alva Mill and Elevator Co. at Protection, Kan.

The farmers' company of Murray, Neb., have awarded the contract for their 25,000-bushel elevator at that place to G. H. Birchard of Lincoln, Neb.

The T. B. Hord Grain Co. is building one of the largest elevators in Nebraska at Columbus. The building will be 182 feet long and 107 feet high, with a total capacity of 230,000 bushels.

G. H. Birchard has completed the elevator at Orleans, Neb., built for Austin & Claypool, and turned it over to the owners. The new elevator is of 20,000 bushels' capacity and fully equipped with new machinery.

Geo. E. Ott has sold his elevator at Lebo, Kan., to J. M. Black of Atkinson, Ill., the consideration being \$6,500. Mr. Black will conduct the business, which his predecessor established fifteen years ago, in person, taking possession on December 1.

H. T. Weston has awarded the contract for his new elevator at Beatrice, Neb., to G. H. Birchard of Lincoln, Neb. The building is to measure 36x36 feet and 64 feet high and will be fully equipped with loading and receiving machinery, separators, scales and power shovels.

Construction work has been started by G. H. Birchard of Lincoln, Neb., on the 40,000-bushel elevator at Crete, Neb., for the Farmers' Co. The entire basement and hoppers will be of solid concrete. The outfit will consist in part of a Fairbanks Gasoline Engine, wagon and hopper

scales, Barnard & Leas Separator and an ear corn feeder.

The Kismet Grain and Mercantile Co. of Kismet, Kan., has been incorporated under the laws of that state with a capital of \$10,000. The incorporators include Harry Olds, G. A. Smith, A. C. Olin and C. H. Wessler.

Kuhlman & Smith have dissolved partnership in their elevator business at Bonita, Kan. Mr. Smith has removed to Morse, Kan., where he has purchased the site of the old Hoch Elevator, and is building a new house. Mr. Kuhlman will conduct the business in Bonita alone.

G. H. Birchard of Lincoln, Neb., has secured the contract for the 40,000-bushel Farmers' Elevator at Unadilla, Neb. The elevator is to be equipped with a Fairbanks Gasoline Engine, wagon and hopper scales, No. 34 Barnard & Leas Separator and two wagon dumps. The work will be started at once.

G. H. Birchard of Lincoln, Neb., has recently completed a 15,000-bushel elevator for the Farmers' Elevator Co. at Trumbull, Neb. The elevator is equipped with concrete hoppers, an 8-horsepower Fairbanks Gasoline Engine, wagon and hopper scales, one No. 34 Barnard & Leas Separator and one stand of elevators.

G. H. Birchard of Lincoln, Neb., will soon start work on the new elevator for John H. Lynds at Highland, Kan. The elevator will have a capacity of 20,000 bushels and its equipment will include a Fairbanks Gasoline Engine, U. S. Corn Sheller, Peerless Grain Feeder, No. 34 Barnard & Leas Separator and No. 2 Corn Cleaner.

The Burlington Elevator at the foot of East Grand Avenue, St. Louis, Mo., was sold at public auction on September 23. The buyer was A. G. Edwards & Sons, for the Armour Grain Co. of Chicago. The sale followed the foreclosure of second-mortgage bonds of \$100,000 held by the National Bank of Commerce. The purchaser pays \$10,000 cash and assumes first-mortgage bonds of \$150,000 against the elevator and \$13,000 unpaid interest on the bonds. The elevator will be operated by the Armour Grain Co. The Burlington Grain Elevator Co., former owners of the property, has been reorganized and incorporated by S. J. Adams, J. G. Matthews and E. J. Mudd. The capital stock is \$50,000, fully paid.

SOUTHERN AND SOUTHWESTERN.

Kell & Son are erecting an elevator at Lindsay, Okla.

V. Lamb is erecting a new elevator at Wagoner, Okla.

G. W. Thomas is building a 25,000-bushel corn elevator at Neunekak, Okla.

The Merchants' Warehouse Co. are to erect an elevator at Jacksonville, Fla.

The Farmers' Elevator at Carmen, Okla., has been sold to the Kelly Bros. Grain Co.

The Eagle Flouring Mill Co., Sweetwater, Tenn., will build a new elevator in the near future.

O. W. Cort has let the contract for the erection of a 5,000-bushel elevator at Woodward, Okla.

The Alliance Milling Co. has purchased the Johnson Elevator at Denton, Tex., the consideration being \$2,500.

The Chalmette Elevator of the New Orleans Terminal Co. at New Orleans has been put in shape for use on this season's crop.

R. M. Simmons and S. H. Reeves have incorporated the Manitou Grain and Elevator Co. of Manitou, Okla., with a capital stock of \$5,000.

J. T. Griffith, Henry Rothchild and G. W. Robinson have incorporated the Griffith Elevator Co. of Daviess County, Kentucky, with a capital stock of \$35,000.

The Piedmont Grain and Provision Co. of Hickory, N. C., has incorporated with \$100,000 capital stock. J. B. Gibbs, W. C. Shell and J. D. Riddle are the incorporators.

D. A. Baird has leased the plant of the Bonham Mill and Elevator Co. at Bonham, Texas, and is making several improvements in the plant. A general grain business will be carried on.

J. H. Wilkes & Co. of Nashville, Tenn., have recently increased their capital stock for the purpose of erecting an elevator and warehouse. The cost of the new buildings will be \$30,000, and the capacity will be 75,000 bushels.

The McLemore Grain Co.'s 30,000-bushel storage addition to their elevator at Nashville, Tenn., was completed October 10. It was built by the Burrell Engineering & Construction Co. of Chicago.

Two new elevators are being built at Chickasha, Okla. The first is to be owned by E. H. Lindsay of Hobart, Okla., who controls several elevators in that section. The other is being built for the Matthews & Black Grain Co., and will have a capacity of 15,000 bushels. Mr. Lindsay, with

E. C. Young and K. B. Lindsay, have recently incorporated under the Oklahoma laws as the Chickasha Grain Co., with a capital stock of \$10,000.

EASTERN.

A. E. Cowee has purchased the grain business of William Rodenisor at Hudson, Mass.

The A. Mowry Co. has purchased the hay and grain business of Walter A. Mowry at Woonsocket, R. I.

The Noye Mfg. Co. have recently installed a large automatic elevating plant for the Phoenix Brewing Co. of Buffalo, N. Y.

P. Altenfeld, T. Hausen and H. Rahner have incorporated the Oatine Co. of New York City, with a capital stock of \$100,000.

Jas. K. Axtell has sold to the H. C. Puffer Co. of Springfield, Mass., the flour, feed and grain business recently purchased by him at Huntington, Mass.

The W. R. Kilpatrick Co. of Walton, N. Y., has been incorporated under the laws of the state to deal in grain, flour, feed, etc. The capital stock is \$25,000.

F. H. Crane & Sons are making extensive improvements in their grain elevator at South Quincy, Mass. A larger space for handling hay and flour will be built.

H. D. Carlisle has purchased the interest of his partner in the hay and grain business of Bedard & Carlisle at St. Albans, Vt., and will conduct it alone.

The grain business of John H. Morrill at Ashland, N. H., will hereafter be run under the name of the Morrill Grain Co. Mr. Morrill's brother of Laconia, N. H., has entered into partnership with him.

THE DAKOTAS.

Walton & Davis have opened their elevator at Dickinson, N. D.

An elevator is being built at South Heart, near Dickinson, N. D.

Construction work has been started on the new elevator at Chama, N. D.

The Minnesota Grain Co.'s elevator at Hamar, N. D., has opened for business.

The new Farmers' Elevator at Alcester, N. D., is being pushed to completion.

The Cbristy Grain Co. is erecting a 25,000-bushel elevator at Draper, S. D.

The Bagley Elevator Co. is preparing to build a branch elevator at Bucyrus, N. D.

The house of the Farmers' Elevator Co. at Thomas, S. D., has been completed.

Wm. A. Goss has completed his elevator at Brophy, N. D., and opened for business.

French & Thompson of Cavalier, N. D., have dissolved partnership by mutual consent.

E. Weiland has purchased the Betts Elevator properties at Delmont and Armour, S. D.

The Equity Elevator Co. has leased the McLean County Farmers' Elevator at Garrison, N. D.

The new Farmers' Elevator at Underwood, N. D., will be ready for grain about October 20.

The Farmers' Elevator at Flandreau, S. D., which burned some time ago, has been rebuilt.

The Farmers' and Merchants' Grain and Elevator Co., Flandreau, N. D., is being "reorganized."

The Consolidated Elevator Co. has let the contract for its new 30,000-bushel house at Alford, N. D.

The Soo road has leased the sites for two new elevators between Brumbaugh and Armourdale, N. D.

An elevator is being built at the new town of Bac, N. D., on the Canadian Pacific spur from Mowbray, Man.

The St. Anthony & Dakota Elevator Co. have recently added a power house and office to their plant at Crary, N. D.

The Great Western Elevator Co. has purchased the Acme Elevator at Sheldon, N. D., and installed Mr. Fisk as agent.

The new Hammer-Halvorsen-Beier Elevator at Cooperstown, N. D., replacing the house recently burned, has been completed.

The 40,000-bushel elevator of Dr. Donovan and C. P. Getchell at Wales, N. D., has been completed and is open for business.

L. G. Richards has leased the A. Owen Elevator at Britton, S. D., for a term of years, and will conduct the business in person.

A new town, to be known as Como, has been established on the line of the Dakota Central in South Dakota. An elevator is now in course

of construction at the new station, which lies five miles south of Arlington, S. D., and is in the midst of a rich grain region.

The Commercial Club of Lennox, S. D., has taken up the project of securing a farmers' elevator for that city. The idea will be vigorously pushed.

The contract for the new 32,000-bushel Farmers' Elevator at Carthage, S. D., has been let to an Iowa firm. The new building will be rushed to completion.

C. W. Ping and M. D. Harris have formed the grain and feed firm of Ping & Harris at Philip, S. D. Work has been started on a warehouse at that point.

The new elevator which is being built to replace the Farmers' Elevator at Edmore, N. D., will shortly be completed. M. M. Van Osdel will again buy for the elevator.

A second farmers' elevator company is in prospect at Groton, S. D. A large amount has been subscribed and plans for the building or leasing of a house are being considered.

The Strong-Scott Co. of Minneapolis, Minn., have recently installed two automatic weighing machines for the Hilmen Mercantile Co. in its elevators at Niles and Leeds, N. D.

The Empire and Bagley Elevators, which drew sites 1 and 2 respectively at Scranton, N. D., have been finished and are taking grain. The Columbia Elevator is nearly completed.

The recently organized Selby Roller Mill and Elevator Co. of Selby, S. D., is planning to erect a 25,000-bushel elevator in connection with the mill now being constructed at that place.

D. L. Lytle of Tolley, N. D., has purchased the two new 40,000-bushel elevators of Lahart Bros. at Beach and Dickinson, N. D., and has removed to the latter town. Mr. Lytle is also renting the elevator at Drake, N. D.

The Farmers' Elevator Co. of Mandan, N. D., has acquired a site near the fair grounds in that town and on the line of the Northern Pacific. The elevator is going up rapidly and will shortly be ready for business.

WESTERN.

A farmers' organization is being agitated at Wibaux, Mont.

Carl Sholluck is building a 45x50 grain warehouse at Gresham, Ore.

The Kilpatrick Bros.' Co. will build a grain elevator at Picabo, Idaho, in the near future.

The Overland Cereals Co.'s new elevator at Laramie, Wyo., has been completed and placed in operation.

The new elevator at Pine Bluffs, Wyo., is nearly completed. A warehouse is to be erected in addition for the storage of seed grain and potatoes.

The Rocky Mountain Elevator Co.'s house at Belt, Mont., has been completed and is now receiving grain. Mr. Dors of Great Falls, Mont., is in charge.

The Robinson Independent Warehouse at Nez Perce, Idaho, has been completed and opened for business. The capacity of the new house is 400,000 bushels.

The Nampa Roller Mills and Elevator Co. are constructing an elevator at Nampa, Idaho. When completed the new house will measure 36x72 feet and be 65 feet high.

R. W. Schaefer, H. H. Schaefer and Vera E. Korphage have incorporated the Weldon Valley Elevator and Mercantile Co. at Weldona, Colo. The capital stock is \$50,000.

G. H. Birchard of Lincoln, Neb., will shortly start construction work on the 15,000-bushel elevator for B. D. Fletcher at Sterling, Colo. The equipment will include a 15-horsepower Fairbanks Engine and a No. 34 Barnard & Leas Separator.

Miller Bros. have awarded the contract for their 15,000-bushel elevator at Ashton, Idaho, to G. H. Birchard, Lincoln, Neb. The equipment will include a 25-horsepower gasoline engine, a No. 157 Barnard & Leas Perfected Elevator Separator and a feed mill.

The big grain warehouse of the Farmers' Union Co-operative Warehouse Co. has opened for receiving grain at Colfax, Wash., with George L. Neil as manager. The company does not intend to buy grain, but simply store it at a low rate for the growers. However, any buyer can purchase out of the house.

G. H. Birchard of Lincoln, Neb., has secured the contract for building two elevators for the Utah-Idaho Elevator Co. at Kimberly and Filer, Idaho. The capacity of each will be 20,000 bushels, with similar equipments, which will include a Fairbanks Engine, a wagon and hopper

scale, a No. 34 Barnard & Leas Separator and a Barnard & Leas high feed mill in each house.

The Palmerton-Harvey Grain Co. and the Leisure-Winslow Co. have consolidated at Seattle, Wash., as the Palmerton-Leisure Grain Co.

CANADIAN.

A. S. Arnold is erecting a 30,000-bushel elevator at Shoal Lake, Man.

The Saskatoon Milling Co. has purchased the elevator at Duck Lake, Sask.

The Nanton Elevator Co. is planning the erection of another elevator at Stavely, Alberta.

The Port Arthur Elevator Co. has increased its capital stock from \$100,000 to \$500,000.

The Northern Elevator Co. is moving its elevator from Sidney, Man., to Foam Lake, Sask.

The McLeod Farmers' Elevator and Milling Co. has commenced operations at McLeod, Alberta.

The Grand Trunk Pacific now has twenty-five elevators along its line completed and receiving grain.

The Atlas Elevator Co. of Winnipeg, Man., has incorporated with a capital of \$500,000 to carry on a milling business.

J. D. O'Brien and William Martin have formed the firm of O'Brien & Martin and will conduct a grain business at Winnipeg.

The Farmers' Elevator at Manor, Sask., has been leased to McLaughlin & Ellis for the season. Hogg & Lytle have increased the capacity of their elevator at that same place by \$3,000.

The Common Council of St. John's, N. B., has decided to let the purchase of a floating elevator for that port go over until next year, and further action on the subject will not be taken until next spring.

The States Elevator Co. of Winnipeg has erected elevators at Allan, Kinley and Bradwell on the Grand Trunk Pacific. A fourth elevator will be built at Delisle, and a string of houses along the Moose Jaw-Lacombe extension is also being considered.

Elevator D of the C. P. R. at Fort William, Ont., is being reconstructed of steel and concrete at a cost of \$500,000, and will be one of the most modern elevators on the continent. A portion will be used for the reception of this year's crop. When completed it will have a capacity of 3,250,000 bushels of grain and will be able to unload 240 cars of grain in ten hours. It will discharge from its bins to vessels at the rate of 75,000 bushels an hour.

Among the new elevators now in progress of erection in Canada is one at Grassy Lake, Sask., for the Medicine Hat Milling Co.; at Basswood, Man., for N. Cameron & Co.; at Scott, Sask., for the Canadian Elevator Co.; at McIntosh's Siding, Man., for the Northern Elevator Co.; at Cory, Alta., for the Wilson-Leslie Co.; at Chamberlain, Sask., for a private firm; at Griffin, Sask., for T. S. Matheson and the Northern Elevator Co.; at Govan, Sask., for W. Stead & Co.; at Gleichen, Alta., for the Alberta Pacific Elevator Co.

An advice from South Qu'Appelle, Sask., says that the two municipal elevators, which were built some years ago, and have since been operated by the council of the municipality of South Qu'Appelle, have been rented for this season, the one at South Qu'Appelle to A. T. Whiting and the other, at McLean, to James Smith. After operating these elevators several seasons the council found out that they were not a financial success and several months ago they decided to sell or lease the buildings and plant, with the above result.

The first wheat ship out of Puget Sound with this year's grain on board cleared from Seattle on September 15 for Queenstown for orders. She carried 115,382 bushels of wheat, under a charter to Balfour, Guthrie & Co.

Frank T. Heffelfinger, president, and Frederick B. Wells, vice-president of F. H. Peavey & Co., Inc., of Minneapolis, when in New York recently completed the details incident to the taking out of \$1,000,000 in life insurance, \$500,000 on each of their lives, made payable to the corporation. This is the third million-dollar transaction in the history of American life insurance. Frank H. Peavey, founder of the firm above named, left nearly \$1,500,000 in life insurance, of which \$1,000,000 was in one policy, payable to the firm. George W. Vanderbilt is the only other man who has ever taken out \$1,000,000 in life insurance at one time, though John and Rodman Wanamaker and others carry policies which aggregate considerably more than a million.

THE EXCHANGES

The Board of Trade at Wichita, Kan., is considering the erection of a building to be devoted entirely to its uses. At present, however, there is "nothing to say for publication."

J. W. Fernald, G. W. Stone, C. L. Dougherty, Frank Marshall and R. S. Lyon were re-elected directors, and F. D. Stevers was re-elected secretary of the Chicago Board of Trade Mutual Benefit Association at the annual meeting held September 25.

An error in the transmission of the government report on spring wheat to the Chicago Board of Trade, placed the condition of the crop as 80.7, and started the trade selling. The corrected report made a condition of 77.6 and caused a genuine scramble to buy. After an investigation of the error by the market report committee it was determined to receive the monthly crop reports hereafter by both telegraph companies to avoid a repetition of such errors. The mistake was traced to the transmitting operator in Washington.

The New York Stock Exchange has expelled Albert O. Brown and Lewis G. Young from membership on the ground that they have been found guilty of "conduct and proceedings inconsistent with just and equitable principles of trade." Messrs. Brown and Young were the exchange members of the firm of A. O. Brown & Co., and it is rumored that they may fight the expulsion. The two memberships will be sold by the Exchange and the proceeds distributed among members of the Exchange who are creditors of the Brown firm, any remaining balance to be turned over to the receiver for the defunct company.

OFFICIAL WEIGHING AT CINCINNATI.

The final outcome of the controversy in Cincinnati between the elevator and warehouse interests and the Chamber of Commerce has not yet been reached. The committee appointed by the grain trade of the Chamber of Commerce to devise changes in the rules of the Weighing Bureau has only made a partial report. The committee has agreed on the plan to restore the weighing charges on grain to \$1 per car, from the present price of 50 cents. In the matter of fees it has been decided that the Weighing Bureau should collect all fees and thus become an independent organization. The railroad question is still an open one and will be left to the trade itself, but it is practically certain that the basis will be changed from the present rate of \$185 per month to a regular fee per car. It has also been determined that the Weighing Bureau is outside the municipal jurisdiction, and according to the charter of the Chamber of Commerce, has legally the same powers as the city itself to appoint official weighers, such weighers to be exempt from city regulations.

Mr. C. B. Murray, superintendent of the Chamber of Commerce, in an interview given out last month said, in part: "The position of the management of the Chamber of Commerce is that of endeavoring to do whatever may be appropriately done to maintain a system of official weighing that will afford every element of protection of the interests concerned and accuracy of service and of returns, under intelligent, judicious and vigilant supervision. It is within the power of the management to do this, if their efforts be not blocked by the very few who find difficulty in setting selfishness in the background, and who, in fact, are among those most concerned in the reputation of this market in these matters."

THE PHILADELPHIA EXCHANGE.

At the time that the Quaker City is celebrating its foundation (1683) perhaps a word concerning one of the great factors in her development, the Commercial Exchange, will not be out of place. Away back in 1854, almost at the beginning of the steam railroad, the grain merchants of Philadelphia, realizing the advantages of co-operation, formed an association, and called it the Corn Exchange. Successful from the start, it became so important that by act of legislation, duly signed by Gov. Andrew G. Curtin, it was incorporated January 22, 1863. By 1867 the membership had increased to 400. To accommodate the varied interests thus represented, it was deemed necessary to change the name of the Commercial Exchange of Philadelphia, which change was approved April 21, 1867, by Gov. John W. Geary. During the Civil War it equipped and maintained during the entire period a full regiment, and was actively identified with all the stirring events of those times.

The exchange assembles daily on its floor at the Bourse, where its annual grain business amounts to from 25,000,000 to 50,000,000 bushels.

The Exchange takes an active part in all great national and civic affairs. It has standing committees which promptly act in all cases of public welfare or public disaster, often at work in the field before others are organized, as in such cases as the Johnstown flood and the San Francisco earthquake. Every national bank and most of the other financial institutions of Philadelphia are members of the association, and its banquets and public meetings are always attended by the most prominent men of the country. Presidents of the United States have frequently been its guests, while senators and representatives are enrolled on its membership lists.

The grain elevators of the city, with a capacity of over 4,000,000 bushels, as well as all the public warehouses for storing flour, feed and hay, are under the Exchange's direct supervision. Its inspection department samples and inspects every car of grain arriving in the city, and is maintained at large expense. The packing and provision interests, as well as the flour, hay and straw dealers, are all members of the Exchange.

MINNEAPOLIS CHAMBER ELECTS.

Henry F. Douglas, senior member of the firm of Douglas, Mead & Co., of Glendive, Mont., and treasurer and general manager of the Great Western Elevator Co. of Minneapolis, was on October 1 elected president of the Minneapolis Chamber of Commerce Association. Mr. Douglas has been vice-president for several years. John R. Marfield was elected vice-president. Directors elected were: A. C. Loring, G. F. Piper, Fred B. Wells, F. A. Hallet and W. O. Timmerman. S. J. McCaull and Alex. McGregor were chosen new members on the board of arbitration, and John H. Riheldaffer and H. G. Dickey new members on the board of appeals.

TRADE PHRASES.

Account Sales—A statement given by the broker, agent or commission merchant showing how your account stands.

Afloat—Grain which is loaded in vessels and may be in harbor, or exported, but not reached destination.

Atlantic Ports—This term when used refers to the four principal export points on the Atlantic coast—Philadelphia, Baltimore, New York and Boston.

Baltic Ports—When referred to means the ports of Baltic Sea, from which most of Russian wheat was formerly exported. Russian wheat is now shipped almost wholly from Black Sea ports.

Bear—The term refers to one who seeks lower prices. Sometimes called a "short" or "short seller." One who sells and has not the property previously bought.

Bill of Lading—A receipt given by a transportation company or railway company for goods taken to be shipped as directed by the consignor.

Boat Loads—When this term is used it refers to canal boats, which average about 8,000 bushels grain; and the announcement of 12 loads taken for export is equal to 96,000 bushels. The loading of a vessel or steamer is called a cargo.

Boom—Generally refers to a quick and liberal rise in values. Sometimes to a large or active business.

Break—A quick decline in values.

Broker—One who executes orders either to buy or sell.

Bulge—A rapid advance in prices.

Bull—A person who believes in higher prices, or one who buys for an advance.

Buy In—Means the purchasing of grain, provisions or stocks which have been sold, or to buy to cover a "short" contract.

Cables—Dispatches quoting foreign markets. Private cables are those received by private individuals or firms, and public cables those received by commercial organizations.

Carrying Charges—By carrying charges is meant storage rates, interest and insurance on grain or provisions.

Cash Grain—Grain for immediate delivery, sometimes called spot grain.

Cental—A hundredweight or 100 pounds avoirdupois.

Centime—Is the one-hundredth part of a franc; about 5 centimes equal 1 cent of American currency.

Certified Check—A check to which the cashier of a bank certifies in writing as to the genuineness of the signature of the person giving the check, and that he has funds on hand sufficient to meet it, the bank charging the amount certified, and regarding it as having already been paid, and therefore unavailable for other use.

Charter—An engagement of a vessel or steamer to carry grain to a given destination at a fixed rate of freight per bushel, or per 100 pounds.

C. I. F.—Charges, insurance and freight paid or included.

Clique—A combination of persons working together to manipulate a market.

Commission Houses—Those who buy and sell for customers and do not speculate on their own account.

Commissions—Are the charges made for the buying and selling of property.

Consign—To send goods, to consign them to a broker or commission house. The one who sends is a consignor and the one who receives the goods is a consignee, and the goods sent are called a consignment.

Continental Markets—The Paris, Berlin and Antwerp markets.

Contract Grade—Is that grade which is required to be delivered on contracts for future delivery.

Corner—To "corner" a market is where a party or combination of parties purchase more grain or provisions than is in the regular warehouses on the last delivery day of the month. The holding of the property off the market creates an artificial scarcity and abnormally high prices.

Cover—The buying in of grain or stocks to fill contracts or sales previously made is called covering.

Curb—Transactions made outside of the regular trading hours are called curb markets.

Exhaust Price—The point at which a trader's margins will be exhausted. If trades are not re-margined they are likely to be closed out by the broker or commission house at the exhaust price, if it is reached by the market.

Five Ports—The four Atlantic ports and New Orleans.

F. O. B.—Means free on board cars or vessels.

Futures—Contracts for forward delivery. The buying or selling of property for delivery in some future month.

Limit—A set figure at which one's trade is to be made or closed.

Liquidation—This term means the selling out of property previously bought or contracted for, and when generally resorted to, causing a liquidating market.

Long—Is a party who has property bought in expectation of a rise in price.

Manipulated Market—A market under artificial control.

Margin—Money deposited with a broker or commission merchant to protect trades made, or to be made.

Nominal—A market to which this term applies is the basing of quotations without actual transactions.

Northwestern Receipts—Meaning the receipts at Duluth and Minneapolis.

Off Coast—Vessels which have arrived at port and awaiting orders to discharge cargoes or go to another port.

On Passage—Grain or other property on the ocean en route from one port to another.

On the Canal—Grain in transit on the Erie Canal.

O. T.—Means on track.

Pegged—When the market refuses to decline below a certain figure or to advance above a certain price, the term is often used "the market is pegged."

Primary Points—Are Duluth, Minneapolis, Kansas City, St. Louis, Chicago, Milwaukee, Detroit and Toledo. Large cities which receive grain direct from country shippers.

Primary Receipts—The aggregate receipts at the principal primary points.

Primary Shipments—The aggregate shipments of grain from the principal primary points.

Private Wire Houses—Those which rent telegraph wires for their own exclusive use.

P. T.—Private Terms—Meaning that prices are not made public.

Short Interest—The selling of grain, provisions or stocks which one does not possess, expecting to buy in the same afterwards, is called selling "short." The combined quantity of such transactions is called the "short interest."—Market Record.

Herman Severson has accepted a position with the Cargill Elevator Co., at Albert Lea, Minn.

G. W. Dean has again assumed active management of his elevator at Gilboa, Ohio.

Exports of wheat from Portland, Ore., in September exceeded all September records by about 50 per cent, having reached 1,712,945 bushels of wheat and 50,723 barrels of flour.

A. M. Ingersoll, for sixteen years president of the Tacoma Warehouse and Elevator Co. and its later reorganization, has been appointed vice-president of the Chicago, Milwaukee & St. Paul in Washington. Mr. Ingersoll will have his offices, as heretofore, in the Bernice Building at Tacoma, Wash.

COMMISSION

Ware & Leland of Chicago have opened a branch office at Peoria, Ill., in charge of J. C. Luke.

The Standard Grain & Stock Co. of Cleveland, Ohio, has been incorporated to do business with a capital stock of \$10,000.

Thomas Fay, who has been for some time with Thos. Bennett & Co., of the Chicago Board of Trade, has embarked in the grain business on his own account. The firm name will be Thomas Fay & Co.

Henry Stanbery is now with Gardner B. Van Ness, grain merchant in the Postal Telegraph Building, Chicago, and will travel in Northern Illinois territory and the Northwest.

C. D. Smith has removed the head office of his wholesale grain business from Enid, Okla., to Oklahoma City. He will maintain a branch office at Enid, which will be in charge of his brother.

David A. Noyes and William C. Jackson have formed a partnership at Chicago, Ill., to carry on a general grain and commission business. They will have offices in the Commercial National Bank Building.

Farson, Son & Co., grain and stock merchants of Chicago and New York, have opened a branch office on the first floor of the Railway Exchange Building. It will be in charge of Oliver A. Olmsted.

James H. Milne, one of the old members of the Chicago Board of Trade, has taken steps to retire from the Board. He has served as director for two years and was vice-president of the Board in 1885.

E. P. Nelson is now general manager and Morris Cashell is cashier for the North Dakota Grain Co. of Superior, Wis. The company has recently moved into new and larger offices and everything points to a large business.

L. J. Ennis associated himself with E. W. Wagner, 99 Board of Trade, Chicago, on October 1. Mr. Ennis has been on the Chicago Board of Trade for the past eighteen years, and is one of the best known members on the floor of the Exchange.

The Central Grain Company has been organized at Sioux City, Iowa, with L. R. Tankersley at the head of the concern. Mr. Tankersley has been for some time past manager at Sioux City for the McCaull, Dinsmore Grain Co. of Minneapolis. Offices will be in the Grain Exchange Building.

The commission firm of Cassidy & Gray, with head offices at Quincy, Ill., and branches at various towns in Illinois and Iowa suspended business the last part of September. In a bill filed by the creditors, asking for the appointment of a receiver, the liabilities were given at \$100,000, and the assets at \$1,000.

The Brown Grain Co. of Minneapolis, Minn., has been incorporated to take over the business of the Barnum Grain Co. in Minneapolis. In Duluth, which is the home of the Barnum Grain Co., the name will remain unchanged. The capital stock of the new company is \$100,000 and the incorporators are William H. Dunwoody, Clarence A. Brown, L. S. Brown, Joseph S. Bell and John Washburn.

J. F. Schroeder, until recently with the Mueller Lumber Co. of Davenport, Iowa, has purchased an interest in the Davenport Flour, Feed and Commission Co., of which firm he has become treasurer; H. Nealand, while retaining his interest in the firm, has retired from active service. Mr. Schroeder, on leaving the lumber company, was presented with a fine gold watch and chain in recognition of his services.

Charles A. Weare of Chicago, Ill., recently filed a petition in bankruptcy individually and as member of the copartnership of P. B. Weare & Co., commission merchants. The petition scheduled liabilities of \$1,000,444.27. More than a million of this is on account of his endorsement with P. B. Weare of notes of the old bankrupt Weare Commission Company, the defunct Chicago Railway Terminal Elevator Co., and other concerns in which the company was interested. His assets are scheduled at \$500, of which \$200 are exempt.

Elevator S, at Superior, on October 2 broke its own record by unloading 234 cars in ten hours.

Chas. Personius is now located at Ceylon, Minn., where he is buying grain for the Wohlfeter Elevator Co.

Barley for feed has come into unusual demand at Minneapolis this fall owing to a disarrangement of feed prices, making the grain the cheapest cereal feed on that market.

HAY AND STRAW

The alfalfa mill at Albion, Neb., is about completed.

E. J. Woolworth has begun the erection of his new alfalfa mill at Kearney, Neb.

J. F. Ellsworth is considering the starting of an alfalfa mill at Independence, Kan.

Ludvig Nelson has commenced construction work on a \$15,000 alfalfa mill at Lindsborg, Kan.

H. D. Nichols and J. W. Garrison are planning the erection of an alfalfa mill at Garnett, Kan.

It is expected that the new alfalfa mill at Byron, Kan., will be in operation before the end of the month.

A. H. Hill and A. G. Collins of Wichita, Kan., have commenced construction on their alfalfa mill at Burrton, Kan.

The shed of J. H. Sims at McCreanor, Ark., containing 4,000 bales of hay was destroyed by fire on October 2. The loss was \$5,000.

Dr. C. L. Thompson of Newton, Kan., has formed the Winfield Alfalfa Milling Co., of Winfield, Kan., and will erect a mill at that place.

The American Alfalfa Food Co. has been incorporated at Wichita, Kan., to manufacture alfalfa meal and mixed foods. H. K. Lindsley is president.

The new alfalfa mill of Chas. Henning at Glasco, Kan., is nearly completed. The mill building is 100x60 feet. Power will be furnished by a 22-horsepower steam engine.

Thos. S. Wadsworth, Edgar W. Camp and Sidney J. Parsons of Los Angeles, Cal., have incorporated the California Alfalfa-Eucalyptus Co., with a capital stock of \$250,000.

O. S. Carlson and Nels Peterson have purchased the old mill lot at Marquette, Kan., including the present mill dam and water wheel, and have begun the erection of an alfalfa feed and corn meal mill.

The hay crop of Ontario is reported by the Ontario Bureau of Industries for 1908 at 4,635,257 tons, a yield per acre of 1.42, as against 3,891,863 tons in 1907, a yield per acre of 1.18. The yield per acre from 1892 to 1907 is 1.47.

The warehouse of Dean & Co. at Bath, N. Y., which had a capacity of 200 carloads, was recently destroyed by fire. Pending the rebuilding of the plant the firm will handle their shipments through their warehouse at Avoca, N. Y.

A company has been formed at Lake City, Kan., for the purpose of building and operating an alfalfa mill at that place. The company is organized with \$25,000 capital stock. A. J. Hargis has been elected president, and W. A. Dorr, secretary. A plant will be erected at once.

The new "B. & M." alfalfa mill at Dodge City, Kan., while still unfinished, received an order of 1,000 tons of alfalfa feed, enough alone to keep the mill in continuous operation for several months. The proprietors, however, decided to refuse the order, believing that they can get a better price on the market as the meal is ready for delivery.

McPherson County, Kansas, is proving a good field for alfalfa mills. Carlson & Peterson are erecting one at Marquette, Ludvig Nelson one at Lindsborg, and V. Krehbiel is preparing to build a new mill at Moundridge. Dr. Axtell, president of the National Alfalfa Millers' Association, is trying to interest the people at Canton in a mill project and an agitation has been started at McPherson, the county seat. Five in one county looks pretty good.

The estimate of the Agricultural Department places the yield of hay in the six New England states in 1908 at 4,211,000 tons, as against 5,858,000 in 1907, a loss of 1,648,000. In New York, New Jersey, Pennsylvania, Ohio, Indiana and Michigan the yield in 1908 was 23,081,000 tons, against 21,537,000 tons in 1907, a gain of 1,544,000 tons. Illinois, Wisconsin, Iowa, Missouri, Nebraska and Kansas, 23,593,000 tons in 1903, against 20,107,000 tons in 1907, a gain of 3,486,000. The three groups combined show a gain over last year of 3,383,000 tons. The average yield of the New England states for 1908 was 1.13 tons per acre; ten-year average 1.16. The second group shows a yield of 1.46 tons per acre in 1908; ten-year average of 1.30. The latter group the yield in 1908 was 1.58 tons per acre; ten-year average 1.44.

APPOINTMENTS IN THE NATIONAL HAY ASSOCIATION.

President Niezer, of the National Hay Association, has appointed the following men to act as chairmen of the standing committees of the Association during 1908-1909: Arbitration, E. M. Wasmuth, Roanoke, Ind.; legislation, H. L. Elliot,

Minneapolis, Minn.; transportation, C. E. Noyes, Jackson, Mich.; terminal facilities, E. A. Dillenbeck, New York City; demurrage and reciprocal demurrage, Chas. S. Bash, Ft. Wayne, Ind.; grades, Jas. P. McAlister, Columbus, Ohio; standard bales, A. T. Weaver, Chicago, Ill.; cipher code, Harry Kress, Piqua, Ohio; quotations, J. A. Geidel, Pittsburg, Pa.; statistics, Thos. P. Riddle, Ft. Wayne, Ind.; joint committee hay and grain, Maurice Neizer, Monroeville, Ind.; conservation of natural resources, Chas. J. Austin, New York City; revision of arbitration rules, E. M. Wasmuth, Roanoke, Ind.; revision of constitution and by-laws, Chas. England, Baltimore, Md.; revision of trade rules, C. H. Tingley, Greenville, Ohio; hay press manufacturers, P. C. Southwick, Sandwich, Ill. President Niezer has also appointed the following gentlemen to represent the Association at the National Grain Dealers' convention at St. Louis, October 15-17, 1908. George S. Bridge, Chicago, Ill.; Chas. England, Baltimore, Md.; Charles J. Austin, New York, N. Y.; E. L. Rogers, Philadelphia, Pa.; E. M. Wasmuth, Roanoke, Ind.; H. W. Robinson, Greensprings, O.; Wm. McCaffrey, Pittsburg, Pa.; H. W. Benedict, New Orleans, La.; S. T. Beveridge, Richmond, Va.; R. H. Hall, Sandoval, Ill.; P. E. Goodrich, Winchester, Ind.; D. C. Duncan, Ostrander, O.; C. E. Noyes, Jackson, Mich.; Charles S. Carscallen, Jersey City, N. J.; W. S. Leavitt, Boston, Mass.

TOLEDO AND OHIO NEWS.

BY H. L. SPOHN.

Exporting of wheat has been an impossibility for some time and in fact export shipments from Toledo have been very light for weeks. The deficiency in this line is being counteracted to some extent by an active cash demand from the Southeastern mills, which are at present finding difficulty in securing sufficient quantities of wheat to meet even their limited demand for flour. The local supply has been reduced as a result, and is constantly going down, because of insufficient receipts to keep up the accumulation. There is plenty of wheat in the country, but there is little moving from first hands. The dry weather will have the effect of reducing the winter wheat acreage in this section materially. The recent light rains have been of little benefit so far as wheat planting is concerned, and not only is it almost impossible to plow and prepare ground for the sowing, but unless rain comes in quantities soon the wheat which has been planted will hardly be able to root sufficiently before cold weather to withstand the severe winter climate. Considerable complaint is coming in of the ravages of weevil, and warnings have been sent out to guard against loss from this source by frequent turning. Samples brought to the Produce Exchange to-day show that they are badly infected by these insidious little workers and the warm fall weather is favorable for their propagation.

The movement of oats has also been very light at Toledo, although there is said to be large quantities in the hands of farmers holding for higher prices. What oats are coming in are simply the surplus from stack thrashing, for which there is no bin room, and some tenant wheat which cannot be held. Generally farmers are not selling. On the other hand there has been no strong demand, and the accumulation at Toledo is just about maintained by a stand-off of receipts and outgoing shipments. While the quality is good there is a noticeable mixture of black oats, amounting to about 5 per cent, which is very likely to grow to a larger percentage and consequent injury to prices next year, unless carefully guarded against at seeding time. The demand for Toledo oats is at this time coming largely from the New England states.

The first shipment of new corn came into Toledo on Saturday, October 3, at least a month earlier than last year. It was consigned to the Paddock-Hodge Company and came fully up to all former expectations so far as quality is concerned. The test for moisture showed 28 per cent only, which is considered almost phenomenal for this time of year. Last year this point was not reached before January, and even then rarely. With a little more time for drying it would easily grade No. 2 Yellow, and it is said that it was only a fair sample of what is to follow. Dealers from all over the state at the recent state meeting at Columbus report a like condition from all parts of the state and no bad spots are to be found. It is said the movement will be general within a few weeks. The new corn will be welcomed, as there is less than 50,000 bushels here now, and has been but little more at any time for weeks. Less than 25 cars came in during the past week.

An extensive clover seed trade has been carried on this year. The receipts have been running along at about a thousand bags per day, and have been the largest since 1897. More than 32,

000 bags were reported during September, which breaks all former records for volume except 1897, when 39,500 bags were handled during the month. The crop is early and October receipts are holding up well to those of September. There is still a large quantity in the hands of producers, many of whom are refusing to sell at present prices.

It is estimated that the 11,000 bushels of Yellow Dent seed corn which were put out in northwestern Ohio last spring will yield an average of about 80 bushels to the acre, all of which was matured and out of the way of frost by the first week in August.

Among those who will attend the National Grain Dealers' meeting at St. Louis this month, from Toledo, are E. L. Southworth, John F. Courcier, Fred Mayer, Charles Knox, E. H. Culver, J. W. Young, H. L. Goemann, Fred Rundel and W. E. Tompkins.

The Fair Board in Putnam County, Ohio, has offered \$100 in prizes for the three best acres of corn in the county. The corn is to be husked on the stalk during the first ten days of November, and to be judged by a committee named by the township trustees where the corn was raised. Entry blanks are being furnished free by the association, and much local interest is being taken.

Petty larcenies of grain from cars have been causing no end of annoyance at Toledo recently. Caught in the act, Frank Losek and Willie Sudekatis, two foreigners, were taken in by the police. Upon hearing the latter was sent to the Boys' Industrial School, at Lancaster, O., he being but 14 years old. The former, who is an old offender, was bound over to the grand jury.

A splendid meeting is reported at Columbus on October 6, when the grain men of Ohio met to discuss affairs of interest. Among those who attended from Toledo were Fred Mayer, William Cummings, Harry DeVore, Kent Keilholtz, E. C. Culver and Fred Rundel.

When Lewis Stimmel of near Bucyrus came to harvest his pop corn this year he was surprised to find much of it cracked open in the husk. The long drought and the extreme temperature had literally popped the corn on the stalk.

Spontaneous combustion recently set fire to a carload of shelled corn in the Clover Leaf yards at Toledo. The fire department was called and extinguished the blaze after a loss of about \$100.

The Mill Creek Valley Starch Company of Cincinnati, capitalized at \$150,000, recently assigned to John H. Goyert, for the benefit of creditors. Assets are fixed by President Charles W. Schmidt at \$100,000 with liabilities aggregating \$96,000. Slow collections and high priced corn are said to be responsible.

The elevator of J. B. McClaren & Co. was recently destroyed by fire at Romulus, Mich., causing a loss estimated at \$5,000. A car of wheat, a car of oats, a quantity of potatoes and two cars of rye were consumed.

H. O. Barnhouse has taken charge of the John Dickinson grain wire at the Produce Exchange. He succeeds B. C. Hoffner, who will devote his time to his brokerage business in the Spitzer building.

[For the "American Elevator and Grain Trade."]

WAREHOUSEMEN'S AND RAILROAD'S DUTIES.

BY J. L. ROSENBERGER.

Member of the Chicago Bar.

United States on the relation of Northwestern Warehouse Co. vs. Oregon Railroad & Navigation Co., 159 Federal Reporter, 975, was a proceeding by writ of mandamus to require the defendant railroad company to furnish cars for the transportation of grain for the relator warehouse company in proportion to the number of cars furnished for a like service for the use of the relator's competitors engaged in the same business. It appeared that the warehouse company had purchased large quantities of wheat stored in the warehouses of private firms and corporations, situated at the stations and sidings along the defendant's branch roads. The principal question involved by this litigation hinged about a rule of the defendant railroad company which required that orders and requisitions for cars with which to make shipments of grain from these private warehouses should be made through the warehousemen, and it was urged on the part of the railroad company that because it had adopted and promulgated such a rule it was not obliged to honor orders or demands for cars made in any other way or through any other persons or officers.

This leads the United States Circuit Court in Oregon to say that the warehousemen are bailees for hire. They receive the grain on storage from the farmer or producer, for which warehouse receipts are issued. These receipts are negotiable

and when transferred carry the title to the grain on storage to the transferee. Grain buyers, in purchasing from the producer, obtain a delivery of the receipts to them, which entitles such buyers to the grain, or a like quantity, represented by the receipts. The warehouseman's obligations appertaining to his business are, when he receives grain on storage, to issue the receipts therefor as required by law, and to deliver the grain to the holder of the receipt or receipts upon his demand; the holder, of course, complying with the conditions of the receipt before being entitled to the delivery. If cars are furnished by the holder the delivery is made by loading the grain upon the cars, and with this service terminates the warehouseman's duty with reference to the bailment. These warehouses, although conducted in private capacity, are, nevertheless, in a sense public concerns. By the custom of the country, producers having grain to dispose of take it to these depositories and store it pending sale or shipment, and all persons are permitted to store upon like terms and conditions. They are usually located in proximity to railroad or water transportation, so that when the time is ripe and convenient for shipping the stored commodity it may speedily be sent upon its way into the markets elsewhere. So it was of the warehouses in which the petitioner had its grain stored. They were located upon the lines of the defendant company, so as to afford convenient and speedy transportation from such depositories when it was desired that shipments should be made.

Now, the precise inquiry here was whether, as between the petitioner holding wheat in these warehouses for shipment and the warehousemen as shippers of their own grain from the same warehouses under the unusual condition of a car shortage, there existed any substantial difference in condition or circumstance, the service required or demanded being the same, which would warrant the railroad company in furnishing the cars to the latter upon their order, and not to the former unless the order therefor was made through the latter also, and whether, considering the duty of the railroad company and its right of regulating and conducting its business in its own way, subject to the requirements of the public service, it could require of the petitioner, by rule, that it make its request for cars through the warehousemen as a condition to the company furnish the same.

The contention of the railroad company seemed to be that, as the warehouses were owned in a private capacity, were constructed and remained upon the company's right of way by its consent and sufferance, and were not recognized by it as public depots for the receipt and shipment of freight generally, it was rightfully entitled to adopt and insist upon an observance of the rule inveighed against by the relator. At the same time the company insisted that its arrangements with the warehousemen for setting out cars for their use in the shipment of grain were of purely private concern between the company and the warehousemen, and that depositors other than the warehousemen were without right to insist upon a like service to that extended to the warehousemen.

But the court thinks, as it related to the sufficiency of the petition and affidavits, that it was amply shown therein, *prima facie*, that the railroad company had been guilty of an evasion of the duty imposed upon it by law; that it was, by the manner adopted of distributing its cars for the service, subjecting the storers and exporters to an undue and unreasonable prejudice and disadvantage and thereby discriminating against them and in favor of the warehousemen engaged also in the business of buying and exporting. As shown by the petition, the traffic in grain from the particular stations and sidings enumerated was very large, and hence it was a thing of great importance to the company that it should secure these added facilities from which to make shipments. The ordinary station houses, or freight depots, were not of sufficient capacity, nor did they afford the requisite means for shipping the great quantities of grain offered for transportation. Therefore, to meet the situation, and knowing that warehouses were necessary for the storage of grain, as well as affording facilities for its shipment, the company had consented with the warehousemen that they might maintain the warehouses on its right of way. There was complete harmony of purpose between the warehousemen and the carrier, as it pertained to the maintenance of these depositories, it being, first, to afford a depository for the producer for storing his grain, and, second, to afford to the railroad company an added facility for handling the same, that it might be readily transported elsewhere. Here, then, were two public, or, rather, quasi-public agencies operating together. Both were performing a public service—one the storer and the other

the carrier of a staple commodity of large volume, taking its course in the channels of commerce. The storer had a specific duty to perform—namely, to receive and receipt for and to load aboard cars when furnished, and the carrier to furnish the cars and transport the commodity when required so to do. While it might be, in strict legal right, that the former could refuse service to whomsoever it would, yet offer it to all, the railroad company could not refuse its service to any requiring it under like or similar circumstances and conditions.

Now, as a means of regulation pertaining to its business of furnishing cars to shippers, the railroad company required by rule that all orders for cars to be used in the shipment of grain from these warehouses should come through the warehousemen engaged in the operation of such houses. In what capacity did this place the warehousemen? Did they become the agent for the shipper or for the carrier?

The primary duty of the warehousemen was to place the grain on board the cars when furnished. When they had done this then their services as bailees were at an end. It was not their undertaking to provide cars or to ship the grain away. They could be required to load the grain on wagons or other vehicles of conveyances as well as upon the cars, providing they were conveniently placed for the receipt of the grain from the warehouses. There was no other obligation or duty under the conditions of storage which required of the warehousemen anything beyond loading the grain out of the warehouses. Thus far, therefore, the storer, who becomes also the shipper, whether the title to the grain has shifted by sale and purchase or not, has not made the warehousemen his agents to furnish cars for the shipment of his grain there on storage. The warehousemen are only, so far as he has any contractual relations with them, to load the grain aboard cars when furnished.

Can the carrier, by rule, make of the warehousemen agents for the storer and shipper without his consent? It would seem not.

The railroad company, having a public duty to perform, could not reasonably say to the persons to whom it owed the duty that it would perform it, providing a request therefor was made through certain designated personages, and then shift responsibility because those personages refused to act, or were negligent or unfaithful to their duty. The railroad company could not shift duty and responsibility in that way. So it must be that the warehousemen became the agents of the railroad company under the rule.

It was clear that, under the operation of the rule, the warehousemen were obtaining preferences and advantages, while the other storers and shippers were being subjected to prejudice and disadvantage. The railroad company should remedy this inequality, for it was altogether unjust and unreasonable. It should, therefore, see that the warehousemen, its agents, dealt fairly with all shippers, themselves included with the number, in ordering and distributing cars according to the respective shippers' proportionate share, and that the parties for whom they were assigned had the privilege of their use. Or it should see to it directly, without the interposition of such agencies, that justice was done to all shippers according as its duty required it to do. The railroad company should either require absolutely fair treatment at the hands of the warehousemen or it should abrogate the rule and formulate one to meet the exigencies of the situation. This duty the company could not evade under the guise of a business regulation. It was a positive duty and must be observed.

LOCUSTS IN THE ARGENTINE.

The cold, dry weather in the cereal areas of the Argentine appears to have checked the advance of locusts, which threatened great damage to the crops. It is only a few weeks ago that the story came from the province of Catamarca, Argentina, how many women had fallen to the ground in convulsions of weeping and for a time were almost bereft of their senses, repeating over and over only the words: "The locusts, the locusts!" It was the third successive season in which they had seen the skies darkened with clouds of locusts that settled down upon their fields and plains, destroying the crops and every vestige of the vegetation on which their cattle and sheep subsist.

No other part of the world has in recent years suffered from such a plague of locusts as the agricultural states of sub-tropical and temperate South America—Argentina, Bolivia, southern Brazil, Paraguay and Uruguay share the affliction. In these regions the swarms have been steadily increasing for a number of years. They are

supposed to originate in the southerly part of the Amazon basin and in the Chaco of Bolivia and of northern Argentina. They come from the north in clouds that sometimes darken the sun and some of the swarms have been estimated to be sixty miles long and from twelve to fifteen miles wide. But these billions of flying insects are only the forerunners of the greater mischief to come. They make desolate the area in which they settle, but often jump wide areas in their flight. Before they take to the wing they lay billions of eggs in the warm earth which in a few weeks become hoppers. It is this young, voracious brood, before it can fly, that utterly strips the land of everything green as though it had been burned over.

All the governments fight the evil. Two years ago the Argentine government organized a bureau under the name of *Defensa General Agricola Para la Extincion de Langosta*, or Commission for the Destruction of the Locust. Last year the Argentine congress placed \$4,500,000 at the disposal of this commission. Sub-committees represent the general commission in every department exposed to these invasions and they extend from the northern limit of agriculture in the republic to the Neuquen River, almost to Patagonia. Everything possible is done to minimize the damage. A fine of 100 pesos is imposed upon any settler failing to report to the sub-committee in his district the presence of locust swarms or hopper eggs on his land. An organized service embracing thousands of men is in readiness at any moment to send a force to any place where danger is reported. The most effective war is waged against the young hoppers.

The official report is that as many as 52,000 hopper eggs have been counted in a space less than three and a half feet square. A prodigious number of the young insects are destroyed soon after hatching by means of sprinkling carts filled with arsenic water or other poisonous liquids. Still many of them escape and the country they cover is too vast to be entirely treated with the sprinkling process. Fortunately the young hoppers have a habit that facilitates the destruction of millions more of them. By the time they are two weeks old they have developed an enormous appetite. But they do not set out to eat up the world in thin array or scattered detachments. They collect here and there in compact masses to move forward on the food, and when an army of hoppers advances from one space to another there is nothing left to eat on the ground they have deserted. They cannot fly, but they move forward from 400 to 600 feet a day. Now is the time to trap them. In front of them a trench is dug about six feet deep and wide and 100 or 200 feet long. From each end of the trench pieces of sheet tin about seventy-five feet long and a foot and a half high are stuck into the ground, forming two lines of fence spreading fanlike from the ends of the trench. These fences are extended till their outer ends are hundreds of feet apart, wide enough to inclose the flanks of the invading army. Then all is ready for the drive.

It is hot work, beginning at sunrise, and all the settlers and the government men sent to their aid take part in it with weapons that are effective, though they are only pieces of cloth, with which they flap the ground and urge the hoppers forward. Very often darkness falls and the rear guard of the hoppers has not yet reached the brink over which they tumble to their fate. The hoppers will not stir till sunrise, and then the flapping of the cloth is resumed till this particular army is engulfed. The crops and grass just ahead are safe for a while.

But such work as this spread over several countries is enormously expensive and is only a palliative of the terrible evil, not a remedy for it. A remedy has not yet been found. Can the plague of locusts be quenched if attacked at its head sources? Is there any parasite or natural enemy of the insect that can be introduced to quench the plague or mitigate it? Such questions as these are now being anxiously discussed in South America.

New Orleans in September exported 845,000 bushels of wheat and 27,711,34 bushels of corn.

A supplement to Official Directory No. 15 of the Regular Grain Dealers of Kansas with corrections to September 15 is ready. E. J. Smiley, Topeka, secretary.

Great Northern Elevator S at Superior recently unloaded 232 cars of wheat out of the house in 10 hours, of which 226 were wheat and the other six flax, all new grain and seed.

Bessemeyer Bros. of Superior, Neb., is the first firm to favor the office of the National Association with a printed copy of the official form of confirmation blank, adopted by them, as recommended by the Association.

CROP REPORTS

John Inglis estimates the country's corn crop for 1908 at 2,400,000,000 bushels.

Nebraska's corn crop has been damaged by the corn worm, to what extent cannot now be estimated.

The estimated value of this year's grain crop in the United States is placed at \$3,000,000,000, an increase over 1907 of \$600,000,000.

According to late reports Indiana's corn crop was but slightly damaged by the recent frosts, and a crop superior in many respects to last year's is expected.

The late drouth has seriously retarded wheat seeding throughout the central states, and the acreage planted this fall will be considerably less than last year.

B. W. Snow has issued the following estimates on the yields of the various grains: Wheat 676,000,000 bushels, corn 2,500,000 bushels and oats 756,000,000 bushels.

Official estimates on Michigan crops are: Wheat 12,000,000 bushels, corn 49,165,000 bushels, oats 40,386,000 bushels, rye 5,272,000 bushels, barley 1,000,000 bushels and buckwheat 702,000 bushels.

The Ohio corn crop is better than last season, the prospect being 80, as compared to 74 a year ago, when the crop turned out 102,000,000 bushels. Rye is estimated at 776,754 bushels and barley at 570,757 bushels.

Secretary S. W. Strong of the Illinois Grain Dealers' Association announces a total corn yield for Illinois of about 231,500,000 bushels, about 68.37 per cent of last year. The crop varies widely in different places. Oats will be little better than half a crop.

The Missouri State Board of Agriculture estimates the farm value of that state's crops for the year ending June 30, 1908, at \$188,528,807. This year's crops of both wheat and corn will be considerably short. The wheat yield is 8,000,000 bushels shy and the corn has fallen off nearly 25 per cent.

Reports from Minnesota and the Dakotas indicate an oats crop of about 134,000,000 bushels from the three states, an increase of 7,000,000 bushels. The wheat crop of those states is placed at 181,440,000 bushels, about 6,000,000 bushels above the average. The corn yield will be much above the average.

This year's corn crop in Iowa will exceed the 1907 crop, according to predictions generally made. Experts have placed the yield at 280,000,000 bushels, an increase of 37,000,000 bushels over last year's yield. The long drouth was of decided advantage, maturing over 90 per cent of the crop before the first frost came.

The State Department of Agriculture of Texas has issued a bulletin on corn production in that state, showing the increase from 1866, when the total acreage was 780,610 acres, with an average yield of 17 bushels, and the total farm value was \$13,267,115 to 1907, when the total corn acreage was 7,409,000, with an average yield of 21, and a total farm value of \$93,353,000. The bulletin asks for more intelligent methods of cultivation by the farmers declaring that "not more acres, but more bushels is what we need."

The government report for October 8 gives the condition of corn on October 1 as 77.8, as compared with 79.4 last month and a ten-year average on October 1 of 79.7. This would indicate a total crop of about 2,565,000,000 bushels. Comparisons for important corn states follow:

States.	Per Cent of U. S.		
	Oct. 1, 1908.	Ten-Year Average.	in State.
Illinois	72	84	9.2
Iowa	80	81	9.0
Texas	83	73	7.3
Missouri	71	81	7.5
Nebraska	80	75	7.5
Kansas	69	70	6.9
Oklahoma	73	76	4.9
Indiana	67	87	4.5
Georgia	84	82	4.5
Ohio	82	84	3.4
Kentucky	75	83	3.3
Tennessee	82	80	3.0
Alabama	83	80	3.0
North Carolina	82	82	2.8
Arkansas	79	77	2.6
Mississippi	81	76	2.6
All others	82	83	17.5
United States	77.8	79.7	100.0

The preliminary estimate of average yield per acre of spring wheat is 13.2 bushels, which compares with 13.2 bushels, the final estimate in

1907, and 13.8 the average of the past six years. The indicated total production of spring wheat is about 233,090,000 bushels, as compared with 224,645,000, the final estimate in 1907. The quality is 83.1, compared with 88.8 in 1907 and 85.9 the average of the past six years. The production of spring and winter wheat combined is put at 659,030,000 bushels, a gain of 24,893,000 bushels over last year. The quality of all wheat is 89.4, compared with 89.9 last year.—The average yield of oats per acre is about 24.9, as compared with 23.7 finally estimated for last year. Comparisons for important oats states follow:

States.	Production, 1908.		Production, 1907.	
	Total Bushels.	Quality, P. C.	Total Bushels.	Quality, P. C.
Iowa	110,444,000	78	108,900,000	68
Illinois	21,632,000	79	101,675,000	70
Minnesota	59,004,000	70	61,985,000	76
Nebraska	56,078,000	78	51,490,000	73
Wisconsin	73,085,000	83	51,700,000	70
Indiana	35,425,000	81	36,683,000	73
Ohio	40,973,000	82	36,480,000	80
Michigan	41,847,000	93	30,534,000	81
North Dakota ..	32,737,000	84	32,340,000	88
South Dakota ..	31,395,000	76	32,728,000	82
New York ...	36,000,000	89	37,086,000	86
Pennsylvania ..	27,382,000	85	29,689,000	87
Kansas	21,868,000	81	16,380,000	74
Missouri	12,410,000	74	14,254,000	77
All others	118,881,000	87	112,519,000	87
United States ..	789,161,000	81.3	754,443,000	77.0

The average quality of barley is given as 89.3, as against 88.2 last year and a ten-year average of 87.6. A total crop of 167,242,000 bushels is indicated as compared with 153,597,000 bushels in 1907.—The average condition of flaxseed at time of harvest was 81.2, as compared with 82.5 on September 1, 78.0 at harvest time last year, and 83.6, the average of the past five years at harvest.

The preliminary estimates of total production of such crops as have been reported up to the present time are given by the United States Department of Agriculture as follows:

Crop.	1908.	1907.
Winter wheat, bushels.....	425,940,000	409,442,000
Spring wheat, bushels.....	233,090,000	224,645,000
Total wheat, bushels.....	659,030,000	634,087,000
Oats, bushels	789,161,000	754,443,000
Barley, bushels	167,242,000	153,597,000
Rye, bushels	30,921,000	31,566,000
Hay, tons	67,743,000	63,677,000

The Saskatchewan Department of Agriculture has issued a crop bulletin showing a remarkable increase over last year's yield. The total grain yield for this season is placed at 89,467,795 bushels, as compared with 53,767,251 bushels last year. Wheat is given an estimated yield of 43,539,608 bushels, and oats 41,663,065 bushels.

NOT "ON."

Mr. Joseph C. Legg, of John C. Legg & Co., grain merchants, had a good laugh on his fellow members on the floor of the Chamber of Commerce yesterday.

The firm had consigned to it a car of new oats, which, on being screened, was found to contain about one and a half tons of mustard seed. Samples of this were exhibited on the floor and many joking orders for its purchase were made to Mr. Legg. He took the matter good-naturedly, as mustard seed is a most unusual product to be dealt in among local grain merchants. He finally accepted a tentative offer of \$10 for the lot, though neither party took the deal seriously. The purchaser begged off from the bargain later and Mr. Legg readily released him.

It was afterward ascertained that the seed had a decided market value and Mr. Legg disposed of it to a local spice firm at much more than the Chamber of Commerce members had offered. The first purchaser was twitted by his associates when the actual price paid for the seed was told him and he was chagrined that he had not stood up to his original bargain with Mr. Legg.—Baltimore Sun.

Chas. Barnhart has been appointed manager for the Merchant's Elevator at Little Falls, Minn., owned by Wessel & Simonet.

A new harvester has been used in Idaho this season, which is built on a new plan, being pushed before the horses much as a header is. It requires only six horses and two men to operate it, and it is said to do good work at a less cost per acre than any method in use at this time. It cuts a swath of six feet, thrashes out the grain and then delivers it into the sacks. The cylinder is about 10 inches in diameter and is 72 inches long, the full width of the machine. It weighs only 2,700 pounds.

FIRES-CASUALTIES

Lightning caused a slight damage to the B. & O. Elevator at Sandusky, Ohio, last month.

E. A. Miller's Elevator at Packwood, Iowa, was severely damaged by fire on September 14.

The elevator of Brechbill & Winger, at Culbertson, Pa., was damaged by fire on September 27.

The O. & M. elevator at Max, N. D., was severely damaged by the explosion of a gasoline tank recently.

Sparks from a locomotive caused a small fire loss to the elevator at West Union, Iowa, on September 21.

The grain warehouse of Hanna & Co. at East Toronto, Ont., was burned on September 23, with a loss of \$4,500.

J. B. McClaren & Co.'s elevator at Romulus, Mich., was burned on September 22. The loss was about \$5,000.

C. H. Gibson & Co.'s elevator at Greenville, Mich., burned on September 26. Sparks from the railroad caused the fire.

The Sleepy Eye Elevator at Northville, S. D., burst on September 14 and spilled 5,000 bushels of grain upon the ground.

The Farmers' Elevator at Lehr, N. D., was totally destroyed by fire on September 23. The cause of the fire is unknown.

The Sellars Elevator at Illinois Station, Ill., was burned to the ground on September 14. The origin of the fire is a mystery.

The bean picking and grain elevator of H. R. McKay at Caledonia, N. Y., was burned on September 20, with a loss of \$4,000.

The Great Western Elevator Co.'s house at Sheldon, N. D., burned last month and about 13,000 bushels of grain was destroyed.

The elevator of B. P. Hill, at Baileyville, Ill., was destroyed by fire on September 15. The total loss is \$8,500, with \$5,000 insurance.

Jos. Krueger's Elevator at Conger, Minn., was burned to the ground in the early part of September. The cause of the fire is a mystery.

The Charles Heckman Elevator at Welcome, Wis., was burned to the ground last month. The loss was \$6,000. No insurance was carried.

The Farmers' Elevator at Rosebank, Man., was burned to the ground on September 21 and 25,000 bushels of wheat destroyed. The loss will be heavy.

The hay and grain warehouse of E. L. Cooper on the Central docks at Portland, Ore., was burned in the early part of September, entailing a loss of \$8,000.

The coal and grain warehouse of S. T. Bibb, at Fort Worth, Texas, was recently damaged by fire to the extent of about \$8,000. Insurance amounted to \$6,000.

Two large grain warehouses at Busbey, near Pullman, Wash., were burned to the ground on October 3. The loss and insurance are not known, but will be heavy.

Young Bros.' Elevator at Medora, Man., collapsed on September 30 from causes unknown. The elevator itself is beyond hope of repair, but the grain has been saved.

The Farmers' Mill and Elevator at Devil's Lake, N. D., was struck by lightning in the early part of last month, but prompt action by the watchman prevented a serious fire.

The two warehouses of J. Allers at Abbotsford, Wis., were destroyed by fire on September 12. A great quantity of hay and flour was consumed. The loss is placed at \$20,000.

The Zorn Elevator at Ogden, Ill., was discovered to be on fire on October 5, but prompt action by the fire department checked the blaze before serious damage was done.

A fire of unknown origin destroyed the warehouse of the Diamond Flour Mfg. Co., at Louisiana, Mo., in the early part of September. The warehouse will be rebuilt.

Fire originating in the Minneapolis-Northern Elevator at Inkster, S. D., on October 9, entirely destroyed the business section of that town. The total losses will be over \$100,000.

The warehouses of A. O. Douty & Co. and L. McComb & Co. at Pembroke, Ky., were destroyed by fire on September 14. About 12,000 bushels of wheat were lost. The loss was about \$25,000.

On September 25 the elevator at Twin Brooks, S. D., came near to being the scene of a fatal accident. The clothing of Edward Harper became caught in an engine shaft and he was nearly choked to death before he could be cut down. As it was Mr. Harper suffered two broken ribs and many severe bruises. He will be in-

capacitated for some time. This is Mr. Harper's second bad accident at the elevator within the present year.

Fire resulting from an engine explosion totally destroyed the elevator of the Texas Mill and Elevator Co. at North Fort Worth, Texas, on September 22. The loss was \$15,000, partially insured.

A fire at Seaforth, Minn., recently destroyed the elevators of Bingham Bros. and the Northwestern Elevator Co. The loss is estimated at \$20,000, fully insured. The origin of the fire is unknown.

The old Northwestern Elevator at Eau Claire, Wis., occupied by the United States Sugar Co., was destroyed by a fire of mysterious origin on the night of October 1. The loss will amount to about \$15,000.

Fire starting from the exhaust of a gasoline engine recently caused a small damage to the Stevenson Elevator at Stewartville, Minn. Prompt action by firemen saved the plant from total destruction.

The Farmers' Elevator at Wyndmere, N. D., was struck by lightning on September 18 and totally destroyed. The loss on the building, grain and coal stored nearby will reach about \$25,000, only partially covered by insurance.

Drouth and the consequent lack of water resulted in a fire loss of \$40,000 at Salem, Ind., on September 24. The blaze started in a storeroom but spread rapidly and totally destroyed the railway station and the Salem Milling Co.'s Elevator.

In the general fire at Redding, Cal., on September 23, the warehouse of the Redding Feed Co. was totally destroyed, with a loss of \$24,000, with only \$15,000 insurance. The total loss to the city was about \$75,000. The fire is believed to have been incendiary.

The 35,000-bushel elevator of the Western Canada Flour Mills Co. at Oklahoma, Man., was totally destroyed by fire on September 15. The fire is supposed to have been caused by lightning. Fortunately no grain was in store, but about \$1,000 worth of flour was consumed.

On October 2 a fire, fanned by a high wind, threatened destruction to the entire town of Canton, S. D., but was checked after destroying three grain elevators at that place. The flames were discovered in the elevator of Logan & Co., and shortly spread to the Gemmill Elevator and the house of the South Dakota Grain Co. All three houses were consumed and the Hunting Elevator was only saved by the most heroic measures. The total losses on the three houses will be about \$18,000, partially insured. The Farmers' Elevator also suffered a slight damage.

RICHFORD ELEVATOR DESTROYED.

The huge transfer elevator at Richford, Vt., was totally wrecked by an explosion of grain dust on the afternoon of October 7. Of the twenty-one men employed in the elevator eleven are known to have lost their lives and five more are unaccounted for. Two women also who were walking near the elevator were killed. The explosion, which occurred about 4:30 in the afternoon, came without warning and blew the entire roof off the building, scattering timbers in every direction. The flames which broke out immediately following the explosion gained such headway that the limited fire-fighting apparatus of the village was of no avail, and the remains of the elevator and its contents were entirely consumed. A flour shed near by and the seventy-five freight cars standing in the railroad yards were burned. The amount of grain in the elevator at the time of the explosion cannot be exactly ascertained but was in the neighborhood of 500,000 bushels and was owned by the Quaker Oats Co. of Chicago. The total loss is placed at \$400,000.

The elevator was built in 1891 and was owned jointly by the Canadian Pacific and the Boston and Maine railways. When constructed, it was one of the largest in its section, having a capacity of over 500,000 bushels. The building of the house in the winter of '90 and '91 was an achievement in the annals of elevator construction. Although the mercury hovered around 30 degrees below zero most of the time, the contractors, Simpson & Robinson of Minneapolis, continued work without losing a day, and finished the plant within the contract time of ninety days. No definite plans for rebuilding have been given out.

The Tri-State Mutual Grain Dealers' Fire Insurance Co. has been organized with offices at Laverne, Minn. E. A. Brown, V. E. Butler, B. P. St. John and A. H. Betts are the first board of directors.

OBITUARY

Thos. Van De Grift, grain buyer at Egan, S. D., for over thirty years, died suddenly at his home in that city on September 17.

William H. Davis, a prominent wheat dealer and leading citizen of Blue Earth, Minn., died from cancer of the stomach on October 5, at the age of fifty-one.

Eugene Feazer, president of the Jeffersonville Coal and Elevator Co. of Louisville, Ky., died at his home near that city in the early part of September, at the age of fifty-two. Bright's disease caused his death.

W. A. Snyder, a well-known grain and feed dealer of Columbus, Ohio, died suddenly in that city on September 27. Death was caused by hemorrhage superinduced by tuberculosis. A sister and brother survive him.

On September 12, Herman A. Schulz, a grain and flour broker of Pittsburg, while attempting to close his office window, overbalanced himself and fell eight stories to the ground. He was instantly killed. Mr. Schulz was fifty-two years old.

Seba Brinkerhoff, a well-known grain merchant of Greenpoint, N. Y., died at his home in that place recently in his seventy-sixth year. Mr. Brinkerhoff was a past master of Reliance Lodge, No. 776, F. and A. M. He leaves a widow and two daughters.

Eli W. Fitch, one of the first coal and grain merchants of Kansas City, died at the home of his daughter in that city on September 17, at the age of sixty-five. Mr. Fitch served four years in the Civil War in the Eighteenth Indiana Infantry and the Fourth Indiana Cavalry. Ill health caused his retirement from business about two years ago.

Joseph A. Connor, a prominent grain dealer of Omaha, died at his home on September 15 after a long illness due to lung trouble and a complication of diseases. Mr. Connor was born in Canada, and reared in La Salle, Ill. At the latter point he first engaged in the grain business, removing thirty years ago to Plattsmouth, Neb., and building up a big business along the Burlington road. Twenty years ago he removed to Omaha, where he became a notable figure on the board of trade, amassing a good-sized fortune. He also raised considerable grain, owning farms aggregating 7,000 acres. Mr. Connor retired two years ago. He leaves one daughter and two sisters.

William H. Perrigo, a pioneer resident of Milwaukee, Wis., and for many years a leading grain dealer, died suddenly on September 27, at his residence at 440 Reed Street, after a slight illness of several days. Mr. Perrigo was born at St. Albans, Vt., eighty-three years ago, and removed to Milwaukee in 1844, engaging shortly afterwards in the grain business, which he followed continuously until twenty years ago, when he retired from active business. Mr. Perrigo was a member of Excelsior lodge F. and A. M.; of Excelsior chapter, No. 40, R. A. M.; of Excelsior lodge, I. O. O. F., and of the Old Settlers' Club. Mr. Perrigo is survived by a widow, five children, a sister and a brother.

CANADIAN GRAIN SHIPMENTS.

Consul-General John Edward Jones sends from Winnipeg the following report on the total grain shipments from the ports of Fort William and Port Arthur to Canadian and foreign ports, during the grain year, from September 1, 1907, to August 31, 1908:

The records of the chief grain inspector show a total shipment of 62,107,516 bushels of grain during the grain year. Below is a comparative statement of grain shipments from the ports of Fort William and Port Arthur for the grain years 1905, 1906 and 1907:

	1907.	1906.	1905.
Wheat	47,521,490	54,849,649	55,509,720
Oats	11,096,405	12,744,736	5,721,815
Barley	1,971,938	1,839,177	959,546
Flax	1,514,644	753,307	466,928
Rye	3,036	9,010	.....

Total 62,107,516 70,195,881 62,195,010
It is interesting to note in connection with the shipment of grain for the year just closed that Canadian vessels carried to Canadian ports 82 per cent of the total shipments; Canadian vessels carried to American ports 6 per cent, and foreign vessels carried to American ports 12 per cent.

Frank E. Beckwith, manager of the Milford Grain Co., Milford, Mass., will be married on October 21, to Miss Jane Elizabeth Warfield of Milford.

A FEW THINGS

WE CAN SAY FOR

The Kennedy Car Liner

It is made from the heaviest and toughest pulp paper manufactured, reinforced at points of most pressure, at ends and along edges and corners, by being doubled and securely glued.

Past the experimental stage.

Adopted by the scrupulous grain shipper everywhere.

Prevents leakages of grain in transit, thus saving you time, worry, labor and money trying to collect claims from the railroads for shortages.

Costs you less than two bushels of wheat per car.

Can be installed in car from five to ten minutes.

Shippers who ordered 100 last season ordered from 500 to 1,500 this season.

We could go on telling you many other advantageous points concerning this liner and why you cannot afford to take risks in shipping grain in suspicious cars that are oftentimes furnished for loading.

Cars are in poorer condition this season than ever before, few new ones being added and little prospect of any being furnished in the near future.

The cost, \$1.40 complete for each car, is so small, the saving so great, you will be astonished why you have not used the liner before.

The best way to convince yourself is to send us an order for a lot of these liners.

Special sizes made to order if your business demands them, and further information cheerfully furnished if desired.

FRED. W. KENNEDY, Manufacturer,
SHELBYVILLE, INDIANA

IN THE COURTS

The Central Granaries Co. of Lincoln, Neb., has begun suit in the district court against Thos. L. Davies, grain dealer at Utica, Neb., for an accounting.

Among the twenty purchasers who recently appealed the famous Tuttle townsite title case to the Oklahoma Supreme Court is the Wheatland Grain and Elevator Co., of Wheatland, Okla.

The Van Elstynne Elevator Co. of Van Elstynne, Texas, has instituted suit against the telegraph company at Kansas City, Mo., claiming that a misworded telegram to the brokerage firm of Miller Bros. at Kansas City caused the company a loss of \$181.

A judgment for \$2,529.47 and interest has been given the plaintiffs in the recent case of the Farmers' Elevator Co. of South Shore, S. D., against the four bondsmen of C. J. Grunerud. Grunerud defaulted two years ago with money and grain belonging to the company.

Peter Eschback, Jr., grain dealer at Leonore, Ill., has gone into voluntary bankruptcy, with liabilities of \$44,000 and assets of about \$34,000. Mr. Eschback's difficulties are largely attributed to a deal made last fall in which he purchased 45,000 bushels of corn which proved to be of inferior quality, and on the sale of which he lost 8 cents per bushel.

The properties of the Chanute Grain Co. of Chanute, Kan., recently foreclosed, as noted in these columns last month, were sold at auction at Erie, Kan., on September 24. The First National Bank of Chanute, holder of the mortgage, purchased the elevator at Erie, Kan. The company's elevator at Kimball, Kan., was purchased by R. A. Braike of Erie. C. R. Fanatia purchased the Shaw elevator, and the houses at Stark and Savonburg were disposed of to parties in those towns.

The Interstate Grain Co. of Nashville, Tenn., has filed a bill in the chancery court in that city against the Brown-Crenshaw Grain Company, of Charleston, Md., seeking to recover damages on a contract for 20,000 bushels of wheat. The complainant says it ordered 20,000 bushels of wheat from the defendant and when the grain was delivered and weighed there was only 17,066 bushels, and that by reason of the advance in price it has lost \$176.04 on the shortage, for which amount a decree is asked.

Judge Sale of the Circuit Court of St. Louis on September 13 appointed Louis Helm receiver for the Milliken-Spencer Grain Co. The receiver was also ordered to bring suit against the Thos Akin Grain Co. of St. Louis for \$96,050.57, alleged to have been due to the defunct firm. The suit is said to grow out of a corner made in December, 1903, by the Milliken-Spencer firm, which left the Akin people heavily in debt to the promoters of the corner. Because of the former close business relations of Mr. Akin and Corwin H. Spencer, since dead, the former's firm was not pushed for a settlement.

W. D. Cox & Son, grain dealers of Elsmore, Kan., were awarded damages of \$499.06 on September 27 in their suit against the Katy road. Mr. Cox sued for approximately \$900, and the case had been dragging along in the courts for over two years. The firm, it seems, was to make a big shipment of corn to a Kansas City company, the grain to be delivered at certain periods. They applied to the railroad for cars to move the grain, and claimed that the cars were not delivered to them within the time they should have been under the law, the delay resulting in considerable damage to them. The firm has another suit pending with the same road which involves over \$2,000.

LABELING OF STOCK FOOD.

The United States Department of Agriculture says, in Food Inspection Decision 90, that it has frequently received inquiries in regard to the labeling of bran, of which the following is a fair sample:

Can the screenings of wheat, consisting principally of shrunken seed, etc., be put in the bran and it still be called bran, etc.?

Since the above is clearly in violation of those provisions of the law requiring that a food product be true to label, the department is of the opinion that it will be necessary to label such a mixture as "Bran and Screenings."

It has recently come to the attention of the department that a number of the cattle and poultry foods sold on the American market contain enough poisonous weed seeds, such as corn cockle and jimson weed (Jamestown weed), to have a more or less toxic effect on poultry, cattle, etc. Poultry and cattle foods which contain

poisonous weed seeds in appreciable quantities will be considered as adulterated in accordance with those provisions of the food and drugs act of June 30, 1906, forbidding the presence of poisonous or deleterious ingredients.

VOID VERBAL CONTRACT FOR CORN.

Under the fourth subdivision of section 780, Wilson's revised and annotated statutes of Oklahoma of 1903, the Supreme Court of Oklahoma holds, Grant vs. Milam, 95 Pacific Reporter, 424, a contract for the sale and purchase of a quantity of corn of a value not less than \$50, of which no note or memorandum is made in writing, is not enforceable, and the buyer cannot be required to pay for any of such corn delivered, except such as he accepts or receives.

ARBITRATION AWARD.

I. A. Pribble, C. A. Smith and F. P. Bonebrake, arbitration committee of the Kansas Grain Dealers' Association, has made the following decision:

Caywood Grain Co. vs. Bennett Commission Co. It appears from the papers submitted to your committee that the plaintiff accepted the defendant's offer on card bid for 5,000 bushels of No. 2 hard milling wheat on the basis of 86.7 cents per bushel, his track, which the defendant claims was an error of 1 cent per bushel, made by an employee in his office when said card bid was mailed. However, your committee finds that the plaintiff accepted this offer in good faith and that said card bid was not out of line, and the claim of the defendant that same was in error is not brought out by the market quotations based on the day this bid was made.

Your committee also finds that the acceptance was made within the time limit specified on said card bids, but, according to Rule No. 3, the acceptance by the plaintiff, the Caywood Grain Co., was not made in accordance with said rule, which is as follows: "Card bid. The acceptance of card bid shall carry with it the full acceptance of the written and printed conditions contained therein."

Inasmuch as the plaintiff, the Caywood Grain Co., specified routing, stating that their acceptance was for R. I. shipments, and as the defendant's, the Bennett Commission Co.'s, card bid was made on basis of buyer's routing, we, therefore, deny the claim of the said Caywood Grain Co., as per Rule No. 30, in which it is stated under heading, "Routing on grain sold track," "Grain sold track the original point of shipment shall be routed in accordance with billing instructions furnished by the buyer."

We find that the defendant, the Bennett Commission Co., could not load this grain for R. I. shipment and so informed the plaintiff, the Caywood Grain Co., and while we do not consider the claim of the defendant as tenable, in that he could not accept the wheat on account of clerical error of 1 cent per bushel, we do find, as stated before, that his contention with respect to re-consigning wheat via R. I. at Topeka is correct.

We also find that the plaintiff's final acceptance, allowing defendant's routing, was received at defendant's office after expiration of time limit specified for acceptance in card bid and, therefore, according to Rule No. 14, defendant could not be compelled to accept and confirm sale, as Rule No. 14 reads as follows: "Acceptances. Telegraph and telephone acceptances of letter and card bids for 'track grain' must reach the office of the bidder within the time limit specified therein. Wire bids and quotations shall specify time limit for acceptance."

In order to be fair to both parties, as the plaintiff erred in making conditions in acceptance of his bid, which specified buyer's routing and the defendant's carelessness in putting out the said card bids, your committee has unanimously decided to divide the costs of this arbitration, and the secretary is instructed to return \$2.50, or half the deposit fee, to each the plaintiff and the defendant.

Jas. A. Everett of Indianapolis, inventor of the Society of Equity, has sued the Peterson Linotype Co. of Chicago, publishers of the Equity Farm Journal, for \$100,000. Mr. Everett is a seed dealer and some time ago, it is said, he advertised the finding of an amount of valuable seed corn along the River Nile, which he said had been stored away by Egyptians in the days of Rameses II. The price at which he was willing to sell it was 25 cents per dozen kernels, or something over \$1,200 a bushel. The Equity Farm Journal published a story saying the "Egyptian" corn had been purchased from a farmer at Trafalgar, Ind., at 65 cents a bushel and was but ordinary seed corn. Then Mr. Everett sued the paper's owners.

BARLEY and MALT

Carstairs, Alberta, reports an excellent barley crop in that section, some yields being as high as 75 bushels to the acre.

The British steamship Strathlyon on September 9 cleared from Portland, Ore., for Leith, Scotland, carrying a cargo of 37,373 bushels of wheat and 228,125 bushels of barley.

At a recent meeting of the Davenport Malt and Grain Co., Davenport, Iowa, an 8 per cent dividend was declared. The present directorate was re-elected for the coming year.

The elevator of the Red Wing Malting Co., at Zumbrota, Minn., has been thoroughly overhauled and new machinery installed. Manager Kolbe has recently opened the house for business.

The barley crop of Columbia County, Wash., will aggregate about 600,000 sacks this year, and fully half of it has been already sold. In some of the barley fields smut developed, a condition heretofore unknown in that section. The cause is supposed to be the dry summer, with the extreme heat in July. Heretofore much of the crop went direct to Denver and Milwaukee, but this year it is moving toward tidewater, the California demand being exceptionally strong.

Wm. H. Prinz in the American Brewers' Review of October 1 says: "When we study the inspection of the barley so far received we find that we have a very mixed crop. Less than one-third is really malting barley, which will give us less than 50,000,000 bushels for malting. In the last two years much barley was malted that was classed as feed barley, but this season all that class of barley will be wanted for mixing with oats. The mixers have already bought hundreds of thousands of bushels and will need millions of bushels, or by far the biggest part of the barley crop."

There is frequently recurring discussion in Milwaukee, Chicago and Minneapolis of establishing a barley future market, but so far there has been nothing but discussion, and barley remains strictly a sample grain whose production varies greatly. Sections of the country produce different kinds and buyers are more ready to take hold of grain that comes from a certain district with more eagerness than when it comes from another. "It might be possible to establish futures, designating the delivery as such and such a state barley," says the Market Record, "but this would seem unjust discrimination, since it can hardly be true that one state has a monopoly in raising better barley than another; that is, with care and intelligent farming it should be possible for one barley-raising part of the country to produce just as good a grade as another."

T. H. Story of New York on September 29 said to the Market Record: "Malting supplies are moderate and maltsters are not in a mood to take hold of barley with any view other than to supply their bare necessities. It seems to be ingrained that they are going to be able to buy their raw material at a much lower level and they are hanging off until prices decline to meet their views. I am rather inclined to the belief that they will overstay their advantage. The barley crop this season is not a big one. The high price for oats and the shortage in the oat crop is going to absorb a lot of barley for mixing purposes. Compared with last year, prevailing quotations are away under and I wouldn't be surprised if the trade got left this season by staying out of the market as they did last year by getting tangled up in an exorbitant rise. The demand just at present is mostly for Wisconsin grain. There is a uniformity about these offerings that appeals to the maltsters and the limited buying power that is in the market throws the preponderance of the demand in favor of that particular barley."

MALTING COMPANY DECLARES DIVIDEND.

Directors of the American Malting Co. have declared a semi-annual dividend of \$1.56 per share on their old preferred stock. Following this the American Malt Corporation, the holding company, which has acquired over 95 per cent of the operating company's stock, has declared an initial semi-annual dividend of 2½ per cent.

Although the stock of the holding corporation is cumulative, and 14 per cent is actually now due on it, this is the first dividend which has been paid since 1899. As a matter of fact, it is the first actual earned dividend ever paid. Former dividends were paid directly out of the stock.

The holding corporation was organized in March, 1906, for the purpose of acquiring the stock of the old American Malting Co., and bringing about a readjustment of capitalization. The old company had \$14,400,000 worth of cumulative preferred stock, 95 per cent of which is represented

by \$8,559,410 worth of the newer corporation's stock. During the year ended August 31, 1907, the company operated at a loss of over \$200,000, attributed to mismanagement. During the last year a number of the old directors of the company who had not been heretofore prominent in its management have taken hold of the concern and are believed to have given its affairs more intelligent direction, with the result above noted.

BARLEY VALUATION CONGRESS.

During the past month there was held at Berlin an international congress entitled the International Barley Valuation Commission, instituted on the initiative of the international congress held at Vienna in May, 1907. The purpose of the present congress, or sessions of the Commission, is to perfect a system of general validity for judging and valuing barley especially for brewing purposes. The following gentlemen were elected to serve on this Commission: Prof. Dr. Cluss of Vienna, Geh. Rath Prof. Dr. Delbruck of Berlin, Prof. Dr. von Eckenbrecher of Berlin, Commerzienrath Haase of Breslau, Commerzienrath Knoblauch of Berlin, Hofrath von Liebenberg of Vienna, Prof. Dr. Lintner of Munich, Dr. Neumann of Berlin, Prof. Dr. Prior of Vienna, Dr. Ritter von Proskowitz-Kwassitz, Commerzienrath M. Reif of Vienna, Amtsrath Schmidt of Lohme, Commerzienrath A. Sedlmayer of Munich, Brewery Director Thausing of Vienna, Director Dr. Wahl of Chicago and Geh. Commerzienrath Wolf of Erfurt.

No details of the business transacted have as yet reached this country, but the plan of procedure for the elucidation of the subject was substantially as follows:

"In order to simplify the proceedings," said the official prospectus, "it is advised that all members be accurately informed concerning the valuation question, and it also seems expedient and desirable that papers be sent in advance, together with all arguments in support of them. For this purpose the material at hand at present is submitted to all the members with the request to give their opinions concerning the methods pursued at the barley expositions at Berlin and Vienna for a number of years and to make propositions for any modifications or additions which they think wise in order to arrive at an international system of valuation.

"The following viewpoints are essential in the valuation of brewing barley where barley alone is used as a brewing material: (1) The amount of polished malt of good dissolution obtained from 100 parts of dry matter of barley, and (2) the amount of extract in the malt prepared from such barley. For this point the decisive factors are: (1) High starch content and correspondingly, (2) a low albumen content, and (3) a certain size of berry shown by grading and weight per thousand berries. Large berried barley generally contains more starch than the small berried. In small berried barleys the loss in cleaning is somewhat greater and, on the other hand, small berried barleys dissolve more quickly. These three points are embodied in the Berlin valuation system.

"The starch content is not estimated directly because the methods at present known for starch estimation in barley are not wholly unobjectionable, and because they require a certain amount of time. The indirect estimation may at times give a somewhat inaccurate result. For that reason, in the case of a prize exhibition, where it is not necessary to examine the barley very quickly, but rather very accurately, other methods would have to be applied as: (1) A malting experiment on a small scale; (2) starch estimation in the barley, and (3) extract estimation. For the valuation system to have general validity it would also be necessary to judge the barley according to: (1) Uniformity of berries, (2) fineness of husk, (3) color, (4) purity, (5) germinating capacity, (6) the presence of damaged berries and color growth."

Fred Dorr, a Los Angeles broker, failed recently, owing about \$440,000, with \$75,000 of assets. He had offices in six cities and is said to have done an annual business of \$25,000,000. He was "put out of business" by Geo. L. Crenshaw, who demanded the delivery of certain corn bought for July delivery.

A telegram from Uniontown, Ky., in September said: "Oats buried in the water of the Ohio River, over forty years ago, were found by Mr. Granville Hale, in an excellent state of preservation. They were discovered in the rotten hull of the steamboat Pacific, mixed up with cement. This boat burned here to the water's edge, finally sinking near the Indiana shore; many lives were lost. The hull of the boat can be seen only in extreme low water. Mr. Hale also secured some valuable silverware."

PERSONAL

Samuel Olson is buying grain for the Atlas Elevator Co. at Bruce, S. D.

Lars Odegaard has taken charge of the Imperial Elevator at Culbertson, Mont.

D. M. Bannister has been put in charge of the new elevator at Doland, S. D.

O. E. Olson is managing the elevator of the Minot Milling Co. at Palermo, N. D.

Thomas Taylor is in charge of the Northland Elevator at Omemee, N. D., this year.

E. A. Strauch is manager of the Hawkeye Elevator at Townsend, Mont., this season.

Thomas Morrow has accepted a position with the Imperial Elevator Co. at Larimore, N. D.

Henry Fricke has been put in charge of the elevator of the Andrews Grain Co. at Milnor, N. D.

Joe Lemen has charge of the elevator of Thomas Hood & Co. at Eagle Bend, Minn., this season.

The Geraghty Grain Co. has placed William Mangan in charge of its business at Grafton, N. D.

Charles Hallson of Cavalier, N. D., now has charge of the Farmers' Elevator at Mountaintain, N. D.

W. A. Alsdorf, grain dealer at Johnstown, Ohio, is the Democratic nominee for state senator from his district.

R. V. Bassen has succeeded A. H. Sheldon as local manager for W. H. Dickinson & Co. at Mankato, Minn.

Duvall Johnson has resigned his position with the Westbrook Grain and Commission Co. at Pine Bluff, Ark.

J. E. Dupuy of New Iberia, La., has been appointed chief grain inspector of Louisiana to succeed Col. Charles O'Rourke.

W. V. Williams is buying grain and hay this season at Grand Forks, Minn., for the Kenkel-Todd Co. of Duluth and Minneapolis.

E. W. Sander, formerly of Henderson, Minn., is now located at Morristown, S. D., where he has charge of an elevator and lumber yard.

W. S. Hall of Jamestown, N. D., has succeeded C. T. Glade as manager of the Powers Elevator at Dickey, N. D. Mr. Glade will locate in Iowa.

Ed. Strom and E. R. Marquardt are buying grain for the St. Anthony and Dakota Elevator Co. at Tioga, N. D., and Hamilton, N. D., respectively.

G. H. Goodfellow of La Crosse, Wis., has been appointed grain buyer for the La Crosse Grain Co. at Dexter, Minn., and has removed to the latter place.

A. U. Harris, who has conducted a successful grain business at Sibley, Iowa, for over twenty years, removed last month to Huntley, Mont., where he will make his home.

John Pemberton, proprietor of the Pemberton Grain Co. of Forest City, Ill., and Miss Margaret Kiesling were married on September 8 at the home of the bride's parents at Forest City.

Theodore Fuglede, agent for the Sleepy Eye Milling Co. at Milroy, Minn., for the past nine years, has been appointed elevator auditor for the company with headquarters at Huron, S. D.

A. H. Wood, formerly with the Minnesota and Iowa Grain Co. of Minneapolis has associated himself with the Reliance Elevator Co., which recently purchased the holdings of the former firm.

J. J. Long, buyer for the Cargill Elevator Co. at Benson, Minn., met with a serious accident on September 29, catching his hand in a motor belt. The accident will incapacitate Mr. Long for some time.

T. A. Thorstenson, who has had charge of the Hubbard & Palmer Elevator at Brewster, Minn., for the past two years, has accepted the position of traveling auditor for the Christensen Milling Co. of Madelia, Minn.

John S. Smith has severed his connection with the Lapeer Grain Co. of Lapeer, Mich., and will operate elevators at Elba and Davison, Mich. George Churchill will continue the business of the Lapeer Grain Co.

North Stone, the wholesale grain dealer of Evansville, Ind., was married on October 7 to Miss Jessie May Tinsley of Pullman, Ill. Mrs. Stone, who is known as the "Little Sister" in Pullman, on account of her interest in the car shops and their men, is the daughter of Robert Tinsley, general superintendent of the Pullman Co. The ceremony was held at the Pullman Club and was largely attended.

Are You Able to Make the Most Money Possible Out of Your Grain Business?

This question cannot be answered properly unless you have installed an

ELLIS GRAIN DRIER

This standard drier has been before the grain public upwards of 10 years and in its late improved form embodies features that have practically revolutionized the art of grain drying.

For full particulars
write

Ellis Drier Co.

747 Postal Telegraph Bldg.

CHICAGO, ILL.

LATE PATENTS

Issued on September 8, 1908.

Grain Treating Apparatus.—Robert S. Houston, Emerson, Manitoba, Canada. Filed October 9, 1907. No. 897,899. See cut.

Elevator.—Charles D. Seeberger, Yonkers, N. Y. Filed November 6, 1905, Serial No. 285,958. Renewed December 9, 1907. No. 898,009.

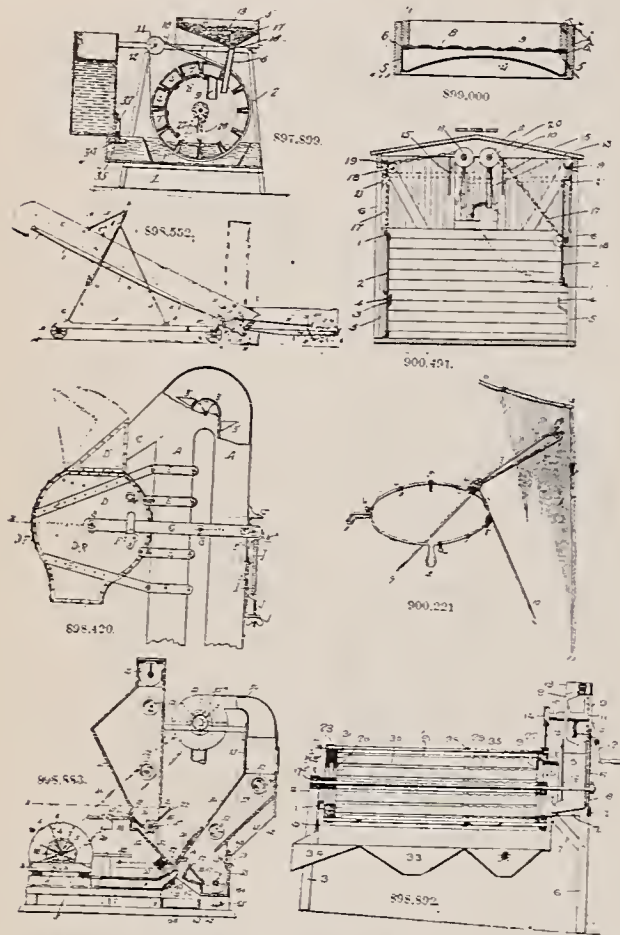
Issued on September 15, 1908.

Automatic Grain Weigher.—George M. Baird, Oklahoma, Okla. Filed October 9, 1905. No. 898,420. See cut.

Portable Grain Elevator.—Joseph E. Camp, Washington, and Christian W. Camp, Metamora, Ill., assigns to Camp Bros. & Co., Metamora, Ill. Filed October 5, 1905. No. 898,552. See cut.

Seed Cleaner.—John H. Hempen, Alexandria, La. Filed Nov. 13, 1907. No. 898,883. See cut.

Grader and Cleaner for Grains, Beans, Etc.—Andrew Hohner, Ottawa, Ill. Filed March 26, 1908. No. 898,892. See cut.



Seed Corn Tester.—Clarence G. Taylor, Sibley, Iowa. Filed April 17, 1908. No. 899,000. See cut.

Issued on September 29, 1908.

Conveyor.—Charles D. Seeberger, Yonkers, N. Y. Filed November 24, 1902. Serial No. 132,513. Renewed December 1904. No. 900,000.

Issued on October 6, 1908.

Bag Holder.—Adele A. Smith, Chicago, Ill. Filed January 8, 1908. No. 900,221. See cut.

Grain Car Door.—Abner J. Denton, Nebraska City, Neb. Filed December 18, 1907. No. 900,491. See cut.

LEAKY CARS.

Secretary E. J. Smiley has published the following as part of "Circular No. 10," under date October 1, 1908:

"During the month of August 3,464 grain-laden cars arrived in Kansas City leaking—351 were leaking at grain doors and 3,295 leaking at miscellaneous places. By 'miscellaneous places' is meant door post, draw bar, side, end and all other places than grain door. At the port of Galveston, out of a total of 2,994 cars of grain received during the month of August, 1,538 were leaking on their arrival, 737 leaking at grain doors and 801 leaking at miscellaneous places. These reports show that out of a total of 5,184 cars leaking on their arrival at these two markets, 1,086 were leaking at grain doors.

"Is this the fault of the shipper or the carrier? While it is true that a large part of the material furnished by the carriers for temporary grain doors is of the poorest quality and not fit for the purpose, we are afraid that many of these leaks can be charged to the shipper for not exercising greater care in cooping.

"All doors in cars of 60,000 pounds or greater

capacity should be doubled and three perpendicular cleats nailed on the outside of the door. This will prevent weak boards in the door from pulling away from the cleats. Many shippers are using old sacks and cheesecloth on the inside of temporary doors and report that they find it a good investment. At present prices of all grains a loss of three or four bushels per car will purchase a lot of material."

INDUSTRIAL ALCOHOL.

Consul Albert Halstead of Birmingham reports that the following comment by an English technical newspaper upon the use of specially denatured and duty-free alcohol may be interesting to American manufacturers:

"The report of the principal chemist of the government laboratory, in so far as it relates to industrial methylated spirit, reveals a most disappointing state of affairs. The increase in the quantity of this specially denatured and duty-free alcohol (permission to use which in the industries has been granted since October 1, 1906) produced during the year ended March 31, 1908, is 143,900 gallons, as compared with the previous year, but it should be noticed that since the new regulation came into force the production of mineralized methylated spirit has decreased by over 100,000 gallons. To this extent, therefore, the regulations have merely had the effect of causing manufacturers to substitute the new spirit for the old, and in forming an estimate of the extent to which British industries have developed in consequence of the facilities provided for the use of this special alcohol, the fact that while the use of industrial spirit has increased, the use of mineralized spirit has decreased must not be overlooked. The increase in the quantity of industrial spirit appears still smaller, in view of the circumstances that it is presumably divided among 1,349 manufacturers who have applied for permission to use it.

"British manufacturers have been previously warned in The Times that it will require very strenuous efforts successfully to compete with American chemical manufacturers who, in course of time, will surely make attempts to secure a share of our business in chemicals, and it is disconcerting to observe that while home manufacturers have availed themselves of the facilities afforded for the use of a special spirit to an extent which cannot be considered commercially satisfactory, duty-free spirit is being produced in the United States in increasing quantities. In May of this year (the latest period for which figures are available) there was produced 41,800 gallons (English) completely denatured alcohol and 77,700 gallons specially denatured alcohol more than in the corresponding period of last year. The increase for a single month affords a good idea of the extent to which American manufacturers are taking advantage of their opportunities. During the present year, however, we may expect to see a more substantial increase in the use of duty-free spirit.

"The German manufacturers, who are establishing factories in this country in order to meet the requirements of the new patent law, have for many years been accustomed to the use of industrial alcohol, and they will require it for the various processes in very large quantities. It is a coincidence worthy of notice that, while one of the main objects the government had in view in permitting the use of duty-free spirit was to place English chemical manufacturers in a position to compete with their German rivals, those rivals now intend to take advantage of the regulations which were framed for the purpose of assisting their competitors."

NEW ELEVATORS IN THE NORTHWEST.

T. E. Ibberson, grain elevator builder of Minneapolis, Minn., reports the following elevators built this season: John Borgerding, Holdingford, Minn., 30,000 bushels, one at Bolus, Minn., 25,000 bushels, one at Pierz, Minn., 30,000 bushels; G. W. Van Dusen Co., Broadland, S. D., 25,000; Dempster Atlas Elevator Co., Dempster, S. D., 30,000 bushels; Atlas Elevator Co., Ordway, S. D., 30,000 bushels, one at Cavour, S. D., 30,000 bushels, one at Arlington, S. D., 25,000 bushels, one at Miller, S. D., 25,000 bushels, one at Highmore, S. D., 25,000 bushels, one at Rudolph, S. D., 30,000 bushels; Occident Elevator Co., Spiritwood, N. D., 40,000 bushels; National Elevator Co., Lithia, N. D., 30,000 bushels, one at Pierpont, S. D., 30,000 bushels; Monarch Elevator Co., Cooperstown, N. D., 30,000 bushels; Miller Elevator Co., annex, Andover, S. D., 20,000 bushels, annex at Wilmot, S. D., 20,000 bushels; Equity Exchange, Prescott, Wis., 30,000 bushels; E. Mann, Calumet, Iowa, 30,000 bushels; Farmers' Elevator

Co., Voltaire, N. D., 30,000 bushels; C. Borgerding, El Rosa, Minn., 30,000 bushels, one at Pasha, N. D., 30,000 bushels; Montana Elevator Co., Lewiston, Mont., 30,000 bushels, one at Straw, Mont., 30,000 bushels, one at Glengary, Mont., 30,000 bushels; Hanson-Barzen Milling Co., Culbertson, Mont., 25,000 bushels, one at Bainville, Mont., 25,000 bushels. Also about fifty repair jobs.

For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

ELEVATORS AND MILLS

FOR SALE OR RENT.

My elevators at Ruthlan and Green Valley, on Great Northern Railway. Address
WALTER PARKS, Airlie, Minn.

FOR SALE.

Elevators in Illinois and Indiana that handle from 150,000 bushels to 300,000 bushels annually. Good locations. Prices very reasonable. Address
JAMES M. MAGUIRE, Campus, Ill.

FOR SALE.

Elevator and feed mill, with coal business, in Michigan. Doing good business. Good reasons for selling. Address

M. M., Box 9, care "American Elevator and Grain Trade," Chicago, Ill.

FOR SALE.

Minnesota water power for sale, together with fine milling, feed grinding and grain shipping business. Address

MINNESOTA, Box 10, care "American Elevator and Grain Trade," Chicago, Ill.

FOR SALE OR LEASE.

A mill making brewers' grits, fine corn meal and hominy. One of the most complete corn produce plants in the United States, at Portsmouth, Ohio, city of 30,000 at the foot of the famous Scioto Valley, the largest corn producing valley in Ohio; established trade, export and local. Will sell at a big bargain or lease for term of years. Terms to suit prospective buyers. Must be sold at once. Write or wire

H. S. GRIMES, Pres. the Portsmouth Cereal Co., Portsmouth, Ohio.

MACHINERY

ENGINES FOR SALE.

Gasoline engines for sale, 5, 7, 10 and 20 horsepower.

TEMPLE PUMP CO., 15th Place, Chicago, Ill.

FOR SALE.

A 15-horsepower Fairbanks & Morse Engine. A bargain if taken at once
WALLACE MACHINERY CO., Champaign, Ill.

FOR SALE AT A BARGAIN.

Foos Gasoline Engine, 26-horsepower, used only 90 days, good as new. Also a large second-hand safe. Address

AVIS MILLING CO., Waldron, Mich.

FOR SALE.

A 16 to 20 horsepower Lewis Gasoline Engine, in good running order. Will sell at a bargain, as we have no further use for it, having installed electric drives.

THE L. BURG CARRIAGE CO., Dallas City, Ill.

FOR SALE.

One No. 37 Howes Oat Clipper, good as new.
Address
THE ADY & CROWE MERCANTILE CO., Denver, Colo.

FOR SALE AT A BARGAIN

Several old-style No. 3 grain separators. New; never been used. Need the room and will close out cheap.

JOHNSON & FIELD MFG. CO., Racine, Wis.

MONEY IN YOUR POCKET.

If you want to change that second-hand machine into money advertise it in this department. Or if you have a grain elevator to sell or rent, or wish to buy, make your wants known through these columns.

FOR SALE.

One Barnard & Leas Clipper and Scourer, with shaker shoe and sieves. Suitable for oats or wheat; can be used for cleaning only; capacity about 600 bushels per hour; strictly first-class shape; price \$75. Address

B. STRONG GRAIN & COAL CO., Conway Springs, Kan.

SCALES**SCALES FOR SALE.**

Scales for elevators, mills, or for hay, grain or stock; new or second-hand at lowest prices. Lists free.

CHICAGO SCALE CO., 299 Jackson Boulevard, Chicago, Ill.

Miscellaneous & Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

ELEVATORS WANTED**WANTED.**

Elevator or mill and elevator for good improved Illinois or Iowa farm. Address

IOWA, Box 1, care "American Elevator and Grain Trade," Chicago, Ill.

HELP WANTED**CARPENTER WANTED.**

One experienced on repair work in elevators. Steady work.

ECKHART & SWAN MILLING CO., 373 to 393 Carroll Ave., Chicago, Ill.

WANTED.

A good, sober, industrious office man with some knowledge of bookkeeping and typewriting. Address

OHIO, Box 9, care "American Elevator and Grain Trade," Chicago, Ill.

WANTED.

A competent and experienced manager for machinery supply business, located at best point in the Northwest. Must take half interest in business, with \$3,000 to \$5,000 capital. Address

MACHINERY DEPARTMENT, 315 Pearl Street, Sioux City, Iowa.

GRAIN AND SEEDS**WE OFFER.**

Buckwheat feed for present and future shipment.

H. J. KLINGLER & CO., Butler, Pa.

JAPANESE BUCKWHEAT.

Recleaned Japanese buckwheat, dry and cool. Write for samples and prices.

H. B. LOW & SON, Orangeville, Pa.

SEEDS WANTED.

Alsike badly mixed with timothy; clover badly mixed with buckhorn. Send large samples and lowest prices. Address

SAMUEL FRANKS, Millersburg, Ohio.

BUCKWHEAT WANTED.

We are always in the market for sweet, sound buckwheat—either car or bag lots. Send samples of what you have to offer.

D. GRATZ & SON, Tecumseh, Mich.

SEEDS FOR SALE.

Clover seed, Mammoth, Little Red, Alsike. No Buckhorn. Write for samples and prices. Oats and corn, straight or split cars. Address

BOURBON ELEVATOR & MILLING CO., Bourbon, Ind.

WANTED.

Everybody to remember that just as they read this advertisement, other people will read theirs. If you want to sell or buy or want a partner, advertise in the "American Miller." Rates on application.

MITCHELL BROS. CO., 315 Dearborn Street, Chicago.

HAY AND STRAW WANTED**HAY WANTED.**

W. D. Power & Co., Commission Hay and Straw, 601 W. 33d Street, New York, are in the market at all times for large and small hay of good quality. Will purchase outright or handle on commission. Correspondence solicited.

ROOFING AND SIDING.**SYKES STEEL ROOFING CO.**

114 W. 19th Place, Chicago

**MAKERS OF FIREPROOF WINDOWS**

WE manufacture all gauges of corrugated iron, either painted or galvanized. We make Patent Cap Roofing, Roll Cap Roofing, "V" Crimped Roofing, Metal Ceilings, etc., etc.

We make a specialty of

Corrugated Iron and Metal Roofing For Grain Elevators

And take contracts either for material alone or job completed. Write us for prices. We can save you money.

CAIRO**H. L. Halliday Milling Co.**

RECEIVERS AND SHIPPERS
CORN-WHEAT-OATS
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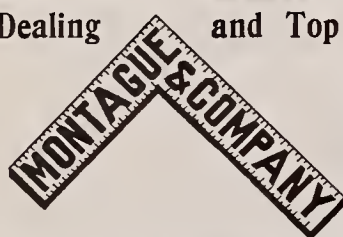
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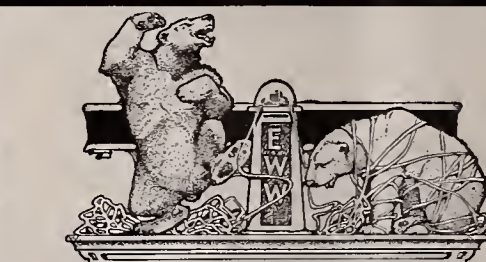
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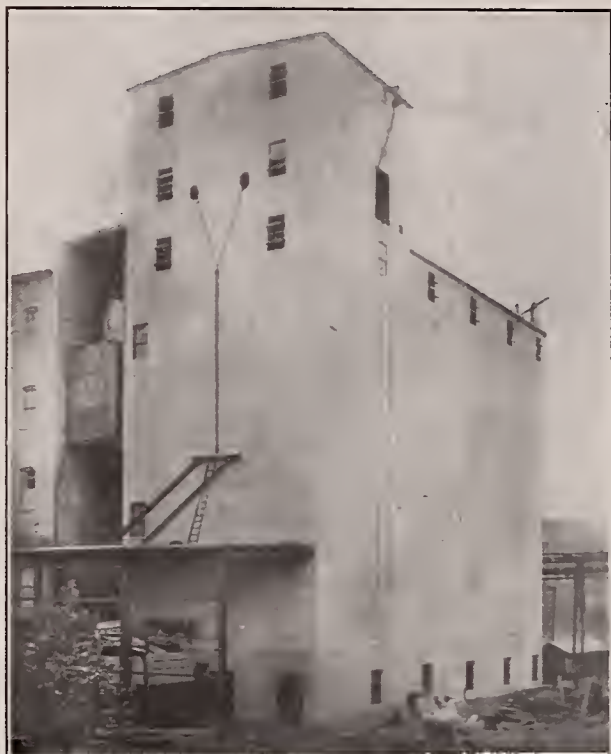
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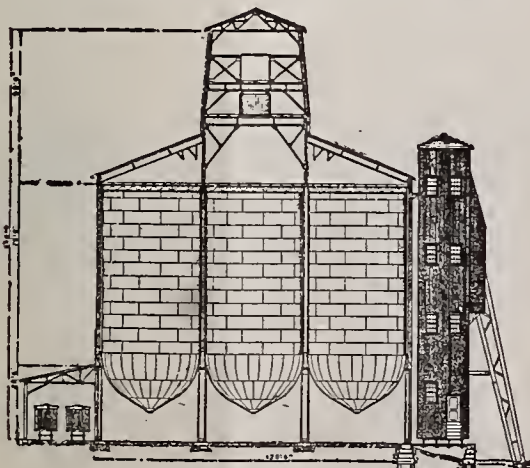
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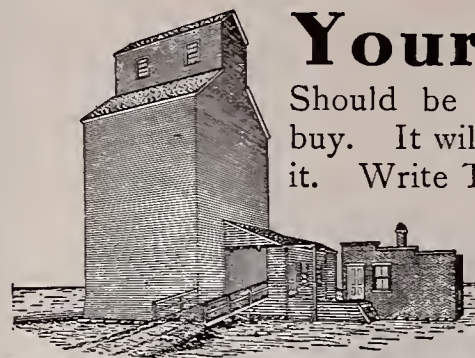
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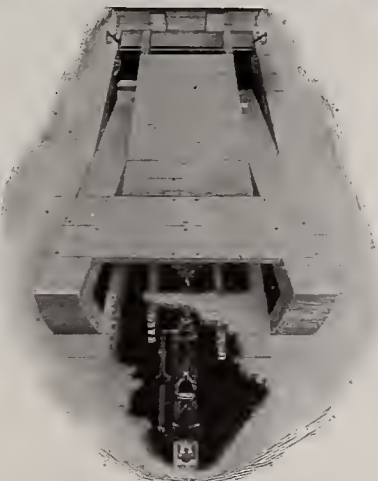
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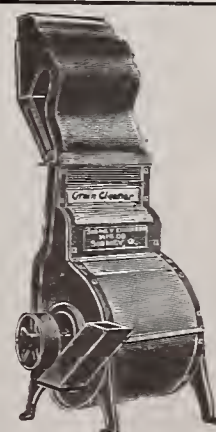
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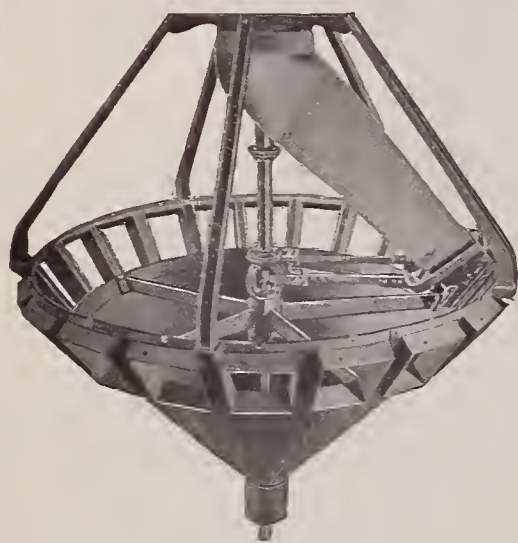
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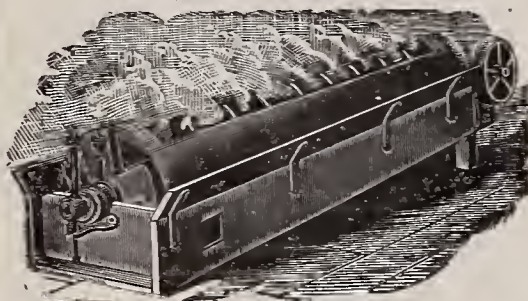
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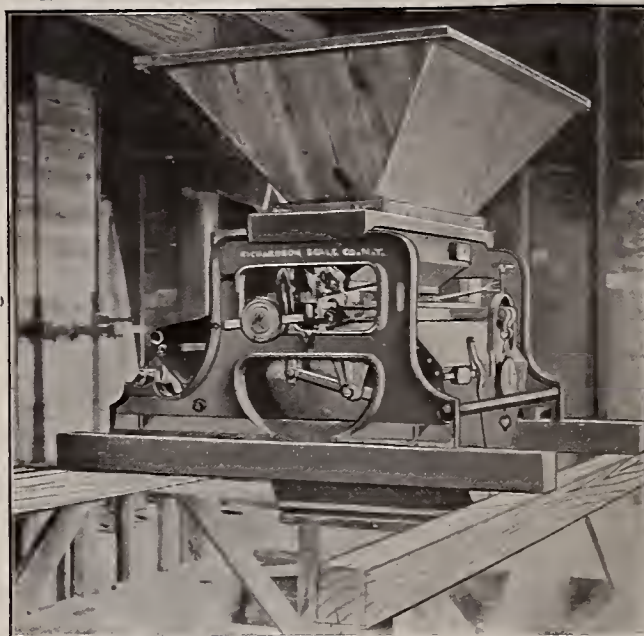
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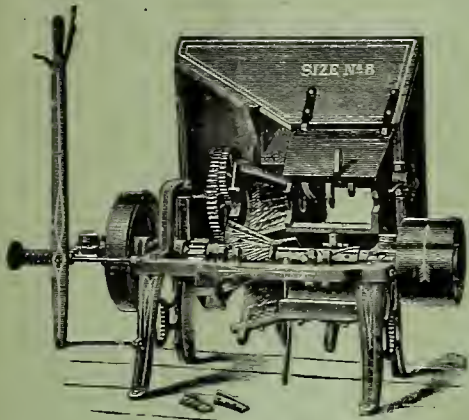
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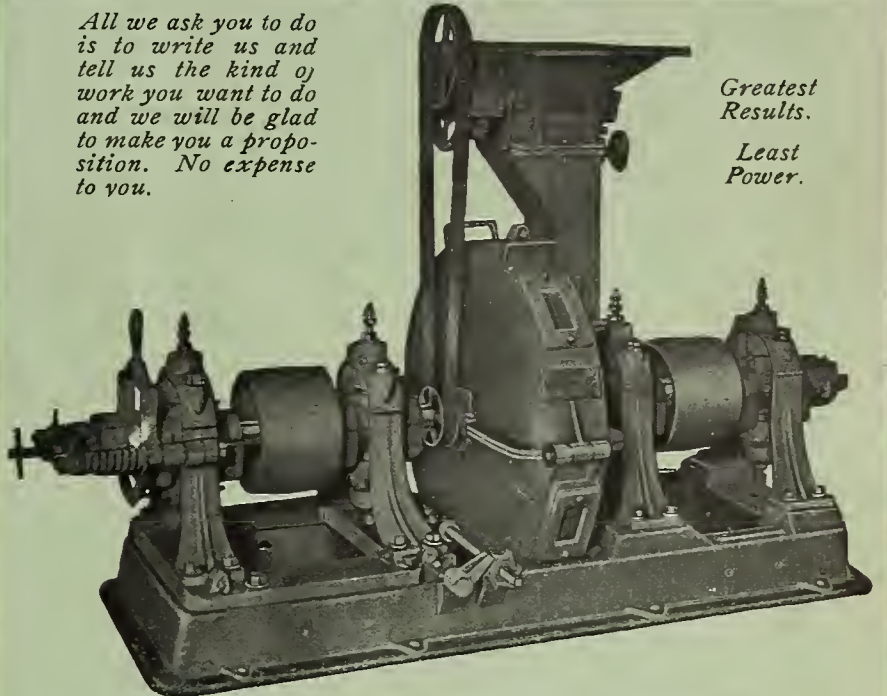
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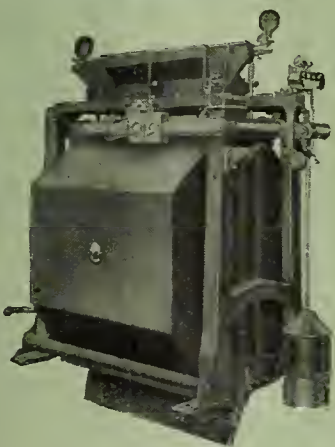
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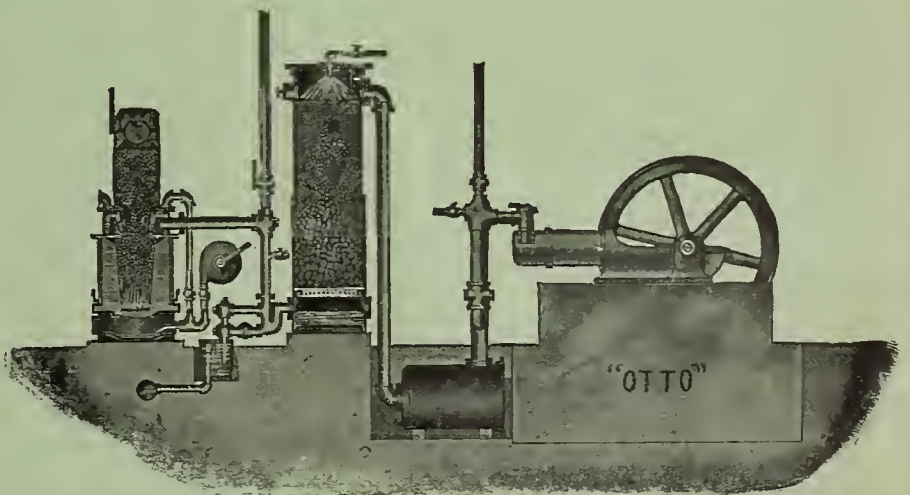
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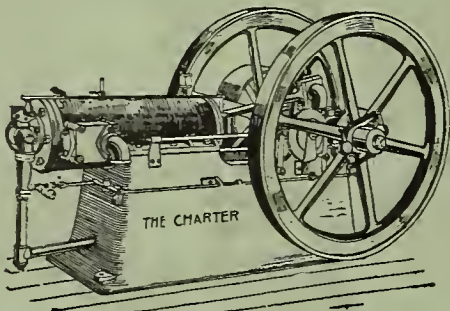
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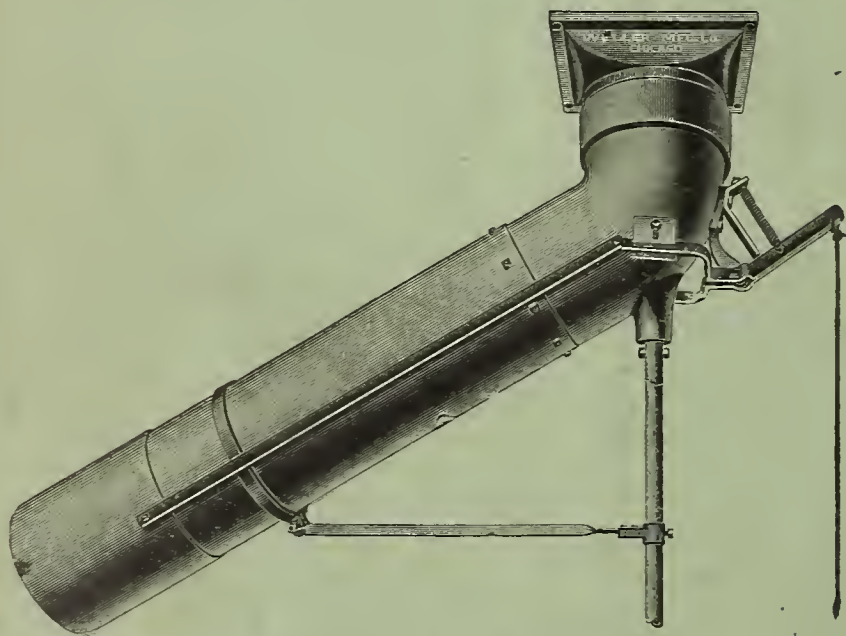
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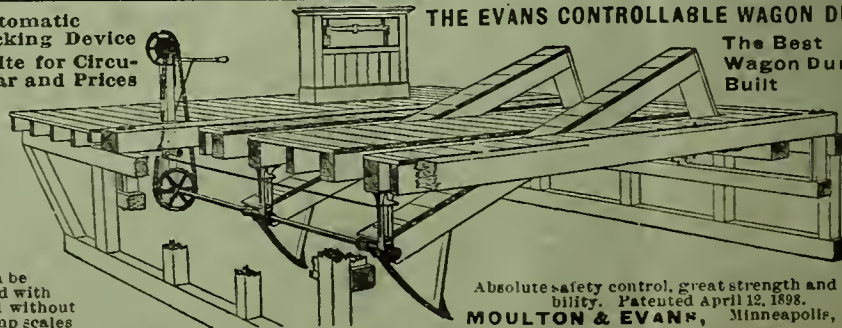
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